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THE HEARTS
OF
WAREHOUSEMEN**

NO better "sales talk" can be written for our product than this: there are more Fruehauf Trailers on the road than any other make. It is our reason for believing that you, too, will find it profitable to consult Fruehauf on your next purchase.



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FRUEHAUF TRAILERS

"ENGINEERED TRANSPORTATION"

INTERNATIONAL TRUCKS



Available in 46 models and 155 wheelbase lengths, from 1/2-ton to Six-Wheelers. Ask the International dealer or branch for information.

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NATIONAL ADVERTISERS and ADVERTISING AGENCIES

NOW WE CAN STOP GUESSING AS TO HOW MUCH ADVERTISING COMPETITORS AND CONTEMPORARIES ARE DOING IN BUSINESS PAPERS

With the issuance of the 1940 Annual Book of Brad-Vern's Reports published November 15, 1940, by The Brad-Vern Company, 135-21 Union Turnpike, Flushing, N. Y., it becomes possible for the first time for any of us to look up the advertising schedule of a company as readily as we might find a telephone number. The price of this book is \$10.

The publisher has not yet taken time out to count the number of advertisers whose advertising schedules have been reconstructed from the public record and put in the 1940 Annual Book, but estimates indicate there are some 15,000 of them. Eighteen months' issues—January 1, 1939, to June 30, 1940—of 230 leading business papers have been reviewed. All advertisements in these papers occupying a quarter-page or more of space have been tabulated and arranged in advertising schedule form to tell us who advertised, where they advertised, when they advertised, and how much space they used.

The Annual Book of Brad-Vern's Reports brings to our fingertips the list-making and advertisement-scheduling experience of thousands of companies as reflected from the public record of what they put their advertising money into. Containing information more complete than any other one organization has ever accumulated before about business paper advertising schedules, this book obviously will become a useful tool to aid advertising managers in list-making and space-buying.

If you want one of the limited number of copies which are now available order it direct from The Brad-Vern Company.

Mr. Traffic Manager...

Meet Edwin Bachmann

*Typical Agent for MAYFLOWER
LONG-DISTANCE MOVING SERVICE*

He tells you why Mayflower agents can save you time and trouble on long-distance moving service for your personnel transfers.



EDWIN E. BACHMANN,
President of The Baltimore
Storage Company, which
became Mayflower's first
agent 10 years ago.



"MR. TRAFFIC MANAGER...
MI want to talk to you as representative of all the agents for Mayflower service—one of whom is in your city.

"Our job is to help you get the most complete long-distance moving service for your personnel transfers. Before accepting the Mayflower agency, we investigated other moving organizations, and assured ourselves that Mayflower's *company-owned operation* is the finest, most complete, most responsible service available.

"A big advantage to you is that Mayflower, through the authority of the Interstate Commerce Commission, operates in all 48 states—can handle any move for you, to or from all

points in the United States or Canada. And we are right at your elbow—your *personal* representative in arranging long-distance moving service.

"We see the people you transfer, explain Mayflower service, and put their minds at ease. We make all the arrangements, do the necessary packing, and relieve them of work and worry. Mayflower's company-owned vans do the actual moving, and Mayflower assumes full responsibility—even for the work which we do. At destination, another Mayflower agent is on the job to give every assistance

and see that your people are completely satisfied.

"Mayflower is America's finest and most complete long-distance moving service. You can obtain it for any interstate move anywhere, any time. All you have to do is call the Mayflower agent in your city. He does the rest."

—Edwin E. Bachmann, Pres.
The Baltimore Storage Company

* * *

And that's exactly what *your* Mayflower agent in *your* city can do for *you*! Call him for Mayflower service. It'll pay you well!



AERO MAYFLOWER TRANSIT COMPANY



America's Most Complete Long-Distance Motor Moving System

GENERAL OFFICES: INDIANAPOLIS • BRANCHES: NEW YORK, CHICAGO, LOS ANGELES

Mayflower service is sold through selected warehouse agents in over 350 cities. Look for "Mayflower" in your telephone directory to find our local agent.

Car Spotting Charges

A Real Danger

(An Editorial)

A CRISIS is revealed by Suspension Docket 4736, heard in April, 1940, and about to be argued and determined with reopened Ex Parte 104, Part 2. This docket involves the spotting charge which the A. E. Staley Mfg. Co. has been suffering for over 3 yrs. past at its Decatur, Ill., plant.

It will be remembered that this charge was published by the Decatur lines, effective Nov. 15, 1937, ostensibly in further compliance with the I.C.C.'s 55th Supplemental Order in Ex Parte 104, Part 2, which order had required cancellation of the spotting allowance formerly received by the Staley Company. The latter sought suspension of the spotting charge and after some delay in hearing the case, an adverse tentative report was rendered by Examiner Weaver. His report, in essence, not only recommended approval of the spotting charge but gave strong grounds for suspicion that spotting charges might be sought at all industries, large or small, served by more than a "simple side-track."

There has been no formal statement and no real intimation, even "off the record" to shippers or industries, that the I.C.C. may be contemplating the initiation of spotting charges for placement of cars on the tracks of industries. There has, however, been some inference of such a program. The real trouble is that one step after another has been taken, with no apparent realization of what they really mean, and which, it is thought, will inevitably lead to a reinstatement of the very same proposition of car-spotting charges which met with universal opposition in 1915 and was defeated simply because shippers were aroused to effective action.

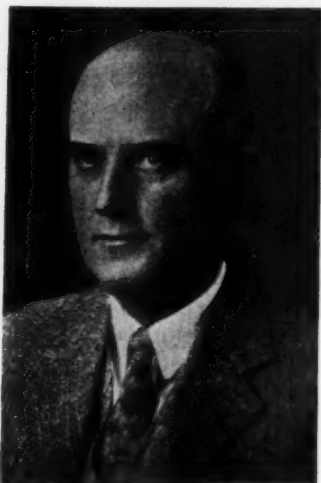
At its convention last month, the National Industrial Traffic League's special committee reporting on Ex Parte 104, Part 2, termed developments of the past year on terminal charges and services, a "truly dangerous situation." "Your special committee now has the conviction that it would be remiss indeed if it did not bring to the membership the keen dangers of which we now have real threat and which seem, most unfortunately, to be created by a failure of the members of the Interstate Commerce Commission, for whom this organization has such very high regard, to realize the inevitable drift of things now being done by them or in their name."

Every shipper, large or small, has a vital interest in this threatened danger. It is hoped therefore, that the Commission will with its usual frankness and fair-dealing require that shippers be afforded ample notice, should it have any plan of initiating car placement charges.

W. I. Ford Dies

WILLIAM I. FORD, nationally known and an early leader in the warehousing field, died Nov. 16 at his home in Dallas, Texas, as a result of serious illness following a stroke early in November. His host of friends were for a time buoyed up by reports of definite progress being made in his condition. Mr. Ford was taken by ambulance to his home after the attack and later to the Methodist Hospital where he underwent an operation for intestinal trouble. A setback occurred and became real serious. Several blood transfusions and constant attention, however, had shown good results.

Mr. Ford was 65 and was president of the Interstate-Trinity Warehouse Co., Dallas. For years Mr. Ford had consistently fought for a standard of ethics and business principles among warehouse and transpor-



W. I. Ford

tation companies and was considered the Nation's outstanding man in such work.

He entered the warehousing field in 1914, following several years of successful law practice in Dallas. At the time of his entry into the warehousing field, he purchased the controlling interest in the Hagerty Transfer Co. Later, he organized the Interstate Transfer & Warehouse Co. A few years ago, the Interstate and Trinity merged into the present Interstate-Trinity concern.

As president of the National Furniture Warehousemen's Assn. in 1928, a member of the board of directors for many years of the American Warehousemen's Assn. and of the Allied Van Lines, and an official of local, State and regional warehouse groups, Mr. Ford figured prominently at conventions. He was also active in politics and in the educational and transportation activities of his city.

He is survived by his wife; his adopted daughter, Mrs. G. A. Heilig, Jr.; a brother, Gus L.; and a sister, Mrs. R. P. Brent; all of Dallas.—Smith.

Capital Hearings Strengthen Warehousing Position on Defense Storage

EXPERTS called to Washington by the National Defense Advisory Commission for panel discussion Nov. 12, placed on record convincing arguments to support their contention that private warehousing is adequate to meet defense needs and should be utilized in preference to new, Government-owned and constructed space.

Before arranging the conference, Miss Harriet Elliott, consumer commissioner, surveyed the field of private warehousing and marshalled Government ex-

perts for an objective study, designed neither to insure subsidy to the private industry nor to pave the way for competing public facilities. Passed on to the entire Commission was a report which seems calculated to steer the expected vast tonnage into private facilities.

Chairman of the panel discussions on the topic "Warehousing and Storage for Defense," was Nathanael H. Engle, adviser on Distribution, Consumer Protection Division, National Defense Advisory Commission.

Participants were: Col. Wrisley Brown, president, Terminal Refrigerating and Warehousing Corp., Washington, D. C.; Harry D. Crooks, consultant on warehousing, Transportation Division, Defense Commission; John H. Frederick, professor of economics, University of Texas; E. W. J. Hearty, president, E. W. J. Hearty, Inc., New York City; Wilson V. Little, general secretary, American Warehousemen's Assn., Chicago; George W. Livingston, chief, Food Supply Section, Agricultural Division, Defense Commission; Sylvan Stix, vice-president, Seeman Bros., Inc., New York, N. Y.; C. J. Whipple, president, Hibbard, Spencer & Bartlett Co., Chicago.

The following questions were discussed:

1. "Has the hand-to-mouth buying of recent years led to a reduction of warehouse facilities of wholesale grocers?"—led by Sylvan Stix.
2. "How critical for defense are the produce bottleneck markets of our large cities?"—led by E. W. J. Hearty.
3. "Are there dangers that defense requirements will create serious problems in the storage and warehousing of hardware products?"—led by C. J. Whipple.
4. "Are cold storage warehousing facilities adequate to handle the defense load?"—led by Col. Wrisley Brown.
5. "Are existing facilities in merchandise warehouses of the Nation adequate to meet the needs of total defense for both civilian and military requirements?"—led by Wilson V. Little.

Members of the panel on warehousing and storage for defense reported the following facts and opinions:

1. The Government should utilize and strengthen warehouse facilities before building new warehouse space for defense needs. Where this is adequate, other suitable space which is vacant and for rent should be occupied. Only after these sources are exhausted, should the Government consider building additional warehousing and storage facilities.
2. The public storage and warehouse facilities of the Nation are adequate for both military and civilian needs, to the extent that these requirements can be at present foreseen, especially if warehousing and storage are coordinated with transportation facilities. The situation with respect to private storage facilities varies with different trades. For example, in the wholesale hardware and dry goods trades the available and unoccupied space is more than adequate. These industries report that they can assume substantial additional warehousing loads without straining their facilities, and that they can readily handle the loads occasioned by both military and civilian requirements. Public merchandise warehouses report a similar situation. The wholesale grocery trade reports, however, that there is currently no surplus space available in that field.
3. The National Defense Advisory Commission, in cooperation with the Bureau of the Census and the Department of Agriculture, is developing a census of storage and warehouse facilities for agricultural products to determine where the Nation's warehousing facilities in this field are located, their capacity, their accessibility to transportation, their adaptability for storing various kinds of products, etc. Following the census of facilities, a procedure should be worked out to keep a running inventory of stocks and available

space. If the war in Europe and the Far East and our defense program are long continued, serious storage problems may develop in the United States.

4. There is no prospect of food shortage in the United States even under the most extreme defense conditions. The only possibility of food shortage in the fresh fruit and vegetable field would be a serious succession of killing frosts all over the Nation, occurring at a critical point in the growing of the products, which is hardly conceivable. Warehousing and storage facilities in the fruit and vegetable trade are, on the whole, ample. There are certain problems of distribution in the large, primary markets such as New York—for example, delays through street congestion caused by trucks—but steps are being taken to solve these problems.

It was reported that the United States now has about twice as much cold storage space as existed in 1917 and that these facilities are fully adequate to handle the anticipated defense load and increasing needs.

It was also reported that in Great Britain, because of current war conditions and bombing operations, the government has adopted a policy of handling long-term preservation of foods by canning. This practice has been adopted because of the mobility of canned products without special facilities and because the destruction of cold storage warehouses or of the power plants serving them would result in a high degree of spoilage and wastage of perishable foods.

5. Certain freighting practices, railroad traffic regulations, and routes may have to be revised to break potential bottlenecks in food distribution. These are being studied by industry and the Government.

6. Although there appears to be adequate public storage space available, there is a need for more data, especially on private storage facilities, both occupied and unoccupied.

7. The wholesaling industry stands ready to give all possible warehousing and storage assistance to the Government for the defense program.—*Manning*.

Britain's Storage Plans

The establishment by Great Britain of strategic reserves of a number of colonial products in this country is reported to be under serious consideration by the British Government. This would constitute a further extension of the policy of transshipping goods destined for Britain via American ports. Under this policy, the storage of a reserve of raw wool in this country has already been announced.

Shortly after the outbreak of the European war, a thriving transshipment business developed in this country. At that time, Great Britain was forced to pay high rates in chartering neutral vessels to supplement her own merchant fleet, whose effectiveness was reduced by the inauguration of the convoy system. Hence, shipments from South America and Australia were frequently sent to this country first, and then transshipped in British or neutral vessels across the Atlantic.

Recently, such transshipments have declined to some extent. Acquisition by Great Britain of Norwegian, Dutch, Danish, and Belgian ships and the use of Halifax as a port of transshipment have made them less necessary. With heavy shipping losses, however, new measures to conserve ship space may soon be needed.

The building up of reserves of colonial products within the United States for British account would contribute materially to the conservation of available ship space. American flag vessels may not, under the Neutrality Act, carry cargo to Halifax, where convoys for the British Isles are assembled. Hence, a considerable amount of shipping could be released by accumulating reserves of needed materials within the

Convention Dates

1940

Dec. 4-6—Convention of National Cooperative Milk Producers' Federation, Hotel Fontenelle, Omaha, Neb.

Dec. 12—Annual meeting of Michigan Furniture Warehousemen's Assn., Detroit Leland Hotel, Detroit.

Dec. 12-13—Meeting of Northwest Frozen Foods Assn., New Washington Hotel, Seattle.

1941

Jan. 8-9—Regular meeting of the Atlantic States Shippers Advisory Board, Hotel Commodore, N. Y. City.

Jan. 13—Annual dinner, New York Furniture Warehousemen's Assn., New York City.

Jan. 16—Annual dinner, Traffic Club of Chicago.

Jan. 20-21—Convention of National-American Wholesale Grocers' Assn., Hotel Drake, Chicago.

Jan. 24—Annual dinner, Traffic Club of Pittsburgh, Pa.

Feb. 3-8—21st Annual Convention, National Furniture Warehousemen's Assn., Arlington Hotel, Hot Springs, Ark.

Feb. 5-8—10th Annual Convention, Mayflower Warehousemen's Assn., St. Louis, Mo. Hotel Statler.

Feb. 6—Annual meeting and dinner of Traffic Club of Cleveland, Ohio.

Feb. 11-14—Golden Jubilee Meeting, American Warehousemen's Assn., Edgewater Beach Hotel, Chicago.

Mar. 26—Regular meeting of the Great Lakes Regional Advisory Board, Buffalo, N. Y.

Apr. 1-4—Packing Exposition of the American Management Assn., Hotel Stevens, Chicago.

April 29-May 1—29th Annual Convention, Chamber of Commerce of the United States, Washington, D. C.

May—First Tuesday—Annual Meeting, California State Council of the American Institute of Traffic Management, San Francisco.

May 5-7—Spring meeting of Associated Traffic Clubs of America, at George Washington Hotel, Jacksonville, Fla. Fall meeting in Milwaukee.

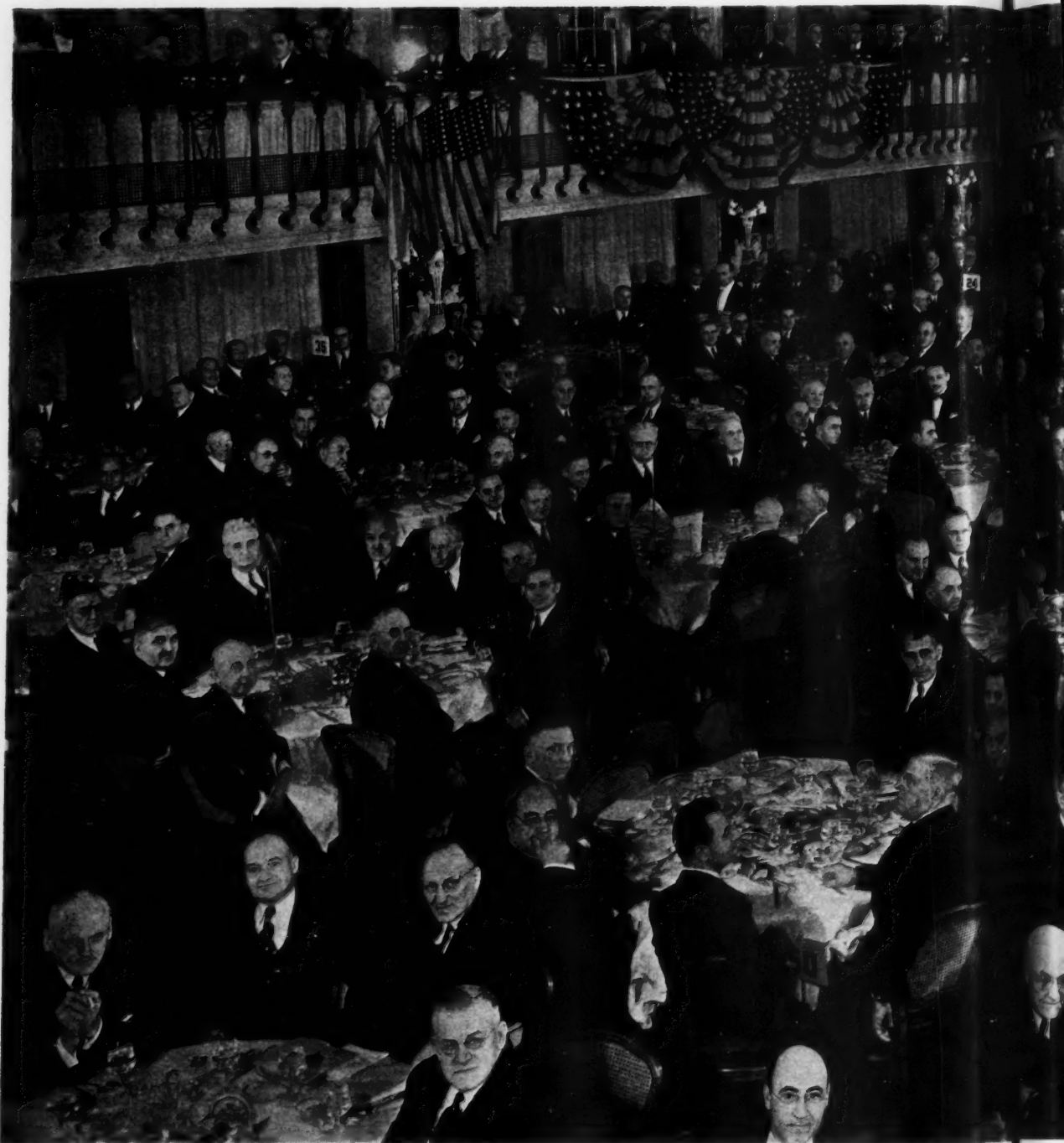
May 8-10—Annual Convention, Texas Motor Transportation Assn., Dallas, Tex.

United States, brought in by American flag ships from South America, South Africa, Asia and Australia, to be carried subsequently to Halifax or direct from here to Great Britain in British bottoms.

There are other advantages in the plan for building up reserves here for British use. Such stocks would be less vulnerable to air attack, and purchases for storage may be desirable to hold the friendship of countries from which these goods are bought. The conservation of Britain's shipping resources, which are being depleted by enemy activity, is probably much the most important consideration, however.

Wool Storage Bids Soon

The competitive bidding method of determining what public warehouses will be used for spotting the Australian wool to arrive early next year, it is stated, will be used by the Defense Supplies Corp., Reconstruction Finance Corp. subsidiary, and other Government groups working on the wool storage program. Bids are soon to go out to several hundred warehouses.



Railroads and Shippers Pledge Defense Program Unity

COOPERATION of the railroads and the shippers in assuring adequate service for defense needs was pledged at the annual meeting of the Association of American Railroads, held Nov. 13 and 14 at the Hotel Biltmore, New York City. J. J. Pelley, A.A.R. president, declared that the carriers were prepared to handle a substantial increase in freight traffic without delay; J. E. Bryan, president of the National Industrial Traffic League, promised that shippers

would help to speed up the movement of rail tonnage.

The 850 in attendance at this two-day meeting heard Mr. Pelley declare that the railroads are organized to the last detail on whatever they may be called upon to do in the furnishing of transportation adequate to the whole program of national preparedness. He stated that there will be no repetition of the breakdown of 1917, because plans have been perfected to eliminate the conditions which led up to the transpor-



tation disorganization in full effect at that time.

Representative Clarence F. Lea, chairman of the House interstate commerce committee, stated in his speech at the A.A.R.'s first open banquet that "the United States probably has the cheapest and most efficient transportation system in the world. In my opinion, it is hard to conceive of Government ownership and operation free of political influence that would more than counterbalance any advantages from unified Government ownership and operation.

"Government ownership usually is suggested on account of the deficient earning power of our railroads. Government ownership would not eliminate the diffi-

Not only rail men, but shippers, investors and the public attended the banquet of the Assn. of American Railroads.

culty of making such roads self-supporting. In the main, it would simply transfer to the public treasury the burden of making up the deficit.

"In my judgment, the evolution of transportation in the last three decades has made Government ownership of railroads increasingly undesirable."

Mr. Bryan stated in his speech, "The Shippers' View on the Railroad Situation," that the position of the

(Concluded on page 57)

2,000 Attend A. T. A. Convention

Los Angeles Conclave Promises to Bring All Factors in the Motor Transport Industry Behind a Common Goal, Namely, the Promotion of Highway Transportation. Rodgers Re-elected

DISCUSSION pertinent to establishment of complete highway reciprocity through unification of individual State regulations as to weights and sizes of vehicles, and plans for making the facilities of the trucking industry available to national defense leaders, highlighted the 7th annual convention of American Trucking Associations, Inc., at Los Angeles, Nov. 10 to 14.

First A.T.A. conclave to be held in the Far West, the session was attended by 1,210 registered delegates from 39 States, the District of Columbia and Hawaii. Total attendance was in excess of 2,000. Convention host was the Eleven Western States Conference, composed of trucking associations in Northern and Southern California, New Mexico, Colorado, Arizona, Montana, Nevada, Oregon, Utah, Idaho and Washington.

Ted V. Rodgers, Scranton, Pa., was elected national president for the 8th successive time. Re-elected also were H. D. Horton, Charlotte, N. C., first vice-president; Oren H. Scott, Los Angeles, 2nd vice-president; Harry E. English, Dallas, 3rd vice-president; C. J. Williams, Milwaukee, 4th vice-president; and Chester G. Moore, Chicago, secretary. Only change in the national ticket was the election of James B. Godfrey, Jr., Detroit, as treasurer, succeeding Lewis A. Raulerson of Florida.

National Defense

Major discussion in the general meetings centered on plans for meshing the trucking industry to the national defense program. Reference to the importance of trucking to national defense was made by local, State, Federal and association officials—Mayor Fletcher Bowron of Los Angeles and Wallace L. Ware in their welcoming addresses; W. B. Grummel of the Eleven Western States Conference, chairman of the business sessions; president Ted V. Rodgers, Frederick C. Horner of the National Defense Advisory Commission, Paul T. Truitt of the Department of Commerce, and general manager John V. Lawrence of A.T.A.

"Safety" occupied a prominent place on the program, highlighted by the presentation of Awards of Safety by film actor Victor McLaglen to the A.T.A. Safety contest winners, and culminating on the last convention day in a truck driving contest to determine America's premier truck driver from among 44 State champions. Emerging as grand champion of the country's drivers was 26-year-old Orville Hoffert of Indianapolis.

Truck transportation admittedly is the life line of military action and it is important for the Nation to see the situation which should not be clouded by crackpot schemes, Frederick C. Horner, assistant to Ralph Budd, advisor of motor transportation to the National Defense Advisory Commission, stated in the keynote address of the opening session. He presented an analysis of the motor truck phase of the national defense line.

The speaker pointed out that good roads have always exerted an important influence in military campaigns and their use by the German high command in the present European War indicates, he declared, how frequently they may become the controlling factor.

"The amazing success of the Germans in Poland, Holland, Belgium and France to a very large degree can be laid to painstaking execution of the most comprehensive and scientific planning," said Mr. Horner. "The lesson is there for us to learn and of vital importance to profit by."

New Plants—New Roads

Mr. Horner stressed the growing need for more adequate roads into localities where plants have been expanded or new ones being built to step up production of armament to meet military requirements and prevent transportation bottlenecks.

"Those of you whose organizations are hauling material into these plants can increase your own efficiency and at the same time contribute to the orderly flow generally by creating the return-haul potentialities and thereby reduce empty mileage to a minimum," he stated. "Net results will be high load efficiency, thus permitting lower transportation costs, or more tonnage and bigger earnings."

With motor transport of troops and supplies being a major factor in modern war, Mr. Horner declared it behooves the trucking industry to get experts into the field to work out means by which efficient fueling can be accomplished. As the program progresses, he declared, the traffic control problem at key points will become more intense.

"The War Department," he continued, "recognizes this need and has availed itself of the facilities of the Automotive Safety Foundation. Plans will be undertaken to keep highways free from congestion through application of the technique applied by trained engineers and traffic control experts, and the coordination of Federal, State and local enforcement authorities and military units. The American Trucking Association as well as the National Association of Bus Operators is being brought into the picture."

Mr. Horner pointed out the need among truck companies for additional training of personnel, whether mechanics, helpers or drivers, to take over as replacements for men who leave the industry for other fields of national defense activity. He mentioned also the growing recognition of the need for an inventory of the 4,500,000 motor trucks as well as the passenger cars and taxicabs in the country.

Trade barriers also are prone to close inspection in the current program, according to Mr. Horner, who predicted that united action by Federal and State agencies will break down trade barriers that long have plagued the trucking industry.

The volume of freight handled by motor carriers

promises to reach new highs in the coming year, national president Rodgers announced in his annual report. The last 12 mos., generally speaking, he reported, have been a period of expanding business for motor freight transportation. While attributing a large part of the gains to the general upswing of business, he said more widespread appreciation of the value of motor transportation was responsible for a substantial measure of the increase.

Declaring that trucking was taking its place at "the conference table of big business," Rodgers said there was a "distinct tendency toward mergers in the motor carrier field. This is a logical step, he averred, following the trend in other industries, but whether or not it is beneficial will depend "on the policies of the individuals in whom control of these systems is lodged."

Trade Barriers

Mr. Rodgers pledged the cooperation of the trucking industry to the national defense program, pointing out that speedy and flexible truck transportation is particularly adapted to defense needs. He also reported definite progress in the fight against trade barriers restricting free flow of commerce between States.

"On the whole," he reported, "the industry has made substantial progress under the administration of the Motor Carrier Act. This would not have been possible without the sympathetic understanding of our problems on the part of the members of the Interstate Commerce Commission and the Bureau of Motor Carriers."

The trucking leader expressed fear that some of the amendments of the Transportation Act of 1940 may not work out for the good of the trucking industry and may be impossible of administration.

Mr. Rodgers devoted the closing part of his report to highspotting the major activities of the national association during the past year. He referred to the

removal of objectionable provisions of the Transportation Act; cooperation with Household Goods Carriers Bureau for inclusion in the law of a provision removing the obligation of the Government to require bids from motor carriers in transport of Government property; the fight at I.C.C. hearings to determine I.C.C. jurisdiction over motor carrier employees; classification of carriers; preparation of an analysis of State regulations for the War Department; development of a practical safety service for motor carriers.

An outline was presented of the "Ship By Truck" advertising campaign in national publications which was launched under the auspices of A.T.A. in 1940, together with an analysis of the various consumer, truckmen and manufacturers questionnaires and transportation surveys on which the theme of the public relations program is based.

Interstate barriers as they affect highway transportation were discussed by Paul T. Truitt, chairman of the Interdepartmental Committee on Interstate Trade Barriers, U. S. Department of Commerce.

Mr. Truitt declared there are "more than 3,000 State laws regulating interstate commerce." These laws, he pointed out, by reason of their discriminatory nature and lack of uniformity impede the free and economic flow of trade over the Nation. He cited numerous examples of conflicting statutes not only harmful to private shipping, but also hampering and raising the costs of transporting Government supplies.

Mr. Truitt stated that imperative need exists for correction of the condition because of the part the trucking industry and the highway system must play in national defense.

"A large portion of the 75,000 miles of highways is so constructed as to make variations in load limits from 7,000 lbs. in Texas to 78,000 lbs. in New York State," said Mr. Truitt.

(Concluded on page 60)



New national officers and regional vice-presidents of the A.T.A. Front row, left to right: Fisher Dorsey, Houston, vice-president Region 1; Oran H. Scott, Los Angeles, national 2nd vice-president; Chester G. Moore, Chicago, secretary; Ted V. Rodgers, Scranton, Pa., president; James B. Godfrey, Detroit, treasurer; C. J. Williams, Milwaukee, 4th vice-president; Stanley L. Wasie, St. Paul, vice-president Region 9; Dawson Ditt, Saylesville, R. I., vice-president Region 1. Second row, L. to R.: Merle Fullerton, Youngstown, O., chairman Household Goods Carriers Div.; Albert J. Cole, Bangor, Me., vice-president Region 1; Joseph R. Herrin, Shreveport, La., vice-president Region 7; Henry E. English, Dallas, Tex., national 3rd vice-president; O. R. Craven, Pocatello, Ida., vice-president Region 11; Elton Cooley, Denver, Colo., vice-

president Region 10; William B. Grummel, Salt Lake, vice-president Region 10; Lawrence N. Smith, Holbrook, Ariz., vice-president Region 12; Leland James, Portland, Ore., vice-president Region 11. Third row, L. to R.: S. L. Thailand, Chicago, vice-president Region 6; Glen R. Ward, Columbus, O., vice-president Region 13; Harry L. Spring, Atlanta, Ga., vice-president Region 4; John W. Blood, Wichita, Kan., vice-president Region 8; B. D. Davidson, Baltimore, Md., vice-president Region 3; A. J. Novick, Winchester, Va., vice-president Region 4; C. F. Weilbacher, St. Louis, vice-president Region 8; J. P. Spaenhower, Stockton, Cal., vice-president Region 12; Maurice L. Wilcox, Downingtown, Pa., chairman Petroleum Transporters Div.

Nit League Discusses Spotting Charge Threat

**Members at 33rd Annual Meeting Are Cautioned to Be Alert
to Danger of Both Small and Large Companies Being Involved
by I.C.C. Action. Bryan Re-Elected. Next Meeting at Chicago**

J. E. BRYAN, general traffic manager of the Wisconsin Paper & Pulp Manufacturers' Traffic Assn., Chicago, was re-elected president of the National Industrial Traffic League, at its 33d annual convention, held at the Pennsylvania Hotel, New York City, Nov. 14 and 15. Also re-elected were vice-president R. R. Luddecke, general traffic manager of Standard Brands, Inc., New York; and treasurer, Roy W. Campbell, manager traffic department of the Butler Paper Corp., Chicago. T. C. Durwell, who is vice-president and traffic manager of the A. E. Staley Mfg. Co., Decatur, Ill., again is chairman of the executive committee.

The program docket, as in the past, was a heavy one, and consisted mainly of standing committee reports as well as those from special committees. Of particular interest was the 20-page special committee report on Ex Parte 104, Part 2, regarding matters of terminal services and charges and which has been on the Nit-League's docket almost a decade. This year's report on Ex Parte 104, Part 2, consisted of a lengthy review of the rail spotting charge situation at the plant of the A. E. Staley Mfg. Co. and the report of Examiner Weaver which in essence recommends approval of the charge. In regard to this report, the committee warned the NitLeague members that there are abundant signs that within the next few months steps may be taken at Washington, if nothing is done to stop them, which in their final result will amount to reinstatement of the very same proposition of car-spotting charges which met with universal opposition in 1915 and at that time defeated.

Car-Spotting Charges

There has been no formal statement and no real intimation by the I.C.C. to shippers or industries that there may be in contemplation or under any definite consideration the initiation of spotting charges for placement of cars on the tracks of industries, large or small. There has, however, been some indirect inference of such a program. The very language of Examiner Weaver's report moreover supports the committee's conclusion that shippers are now confronted with a situation which calls for action. In this regard, the committee report stated, "We do not suggest that the members of the Commission or its Examiners and officials are secretly planning any course which will be suddenly exposed when the time becomes ripe. The trouble is that one step after another is being taken, with apparently no realization of what these steps really mean, and which will inevitably lead down the path of imposing separate charges additional to the freight rates on carload shipments placed by carriers for loading or unloading on tracks at industrial plants.

The committee was of the opinion that the railroad managements are sincerely out of sympathy with any project of initiating spotting charges, because of their conviction that this will not enhance their revenues and will impose a severe handicap on them as well as

upon the shippers to whom they look for their largest volume of productive freight. This conviction is strikingly displayed in the railroads' exceptions to Examiner Weaver's report and in the brief which the respondent railroads filed before that report was entered.

It was also brought out at the convention that there is a possibility of considerable make-work legislation being enacted at the next Congress, pressure on same being forced by the labor ranks not only in the industrial fields but in transportation as well.

Traffic Institute

The report of the special committee appointed to study the establishment of an American Institute of Traffic Management stated that there has been no evidence of a widespread interest in its formation. "This is not to imply," the report stated, "that there is not some interest in this subject, but there is no evidence that this interest is backed by any substantial number of men engaged in traffic work. There are in existence at least two so-called State institutes, stated the report. One is the Transportation Institute of Indiana; and the other is the California State Council, American Institute of Traffic Management. 'Whether or not the desire in some States by some traffic men to provide by statute a professional status for traffic managers,' continued the report, "to establish an American Institute of Traffic Management, is a matter of opinion. There would seem to be, however, some connection between these two movements. To the best of the knowledge of your committee, no legislation has been enacted which establishes a professional status for the traffic manager." After discussing the subject at considerable length, the committee adopted the following resolution:

"Although the National Industrial Traffic League favors any reasonable movements by traffic men to increase their knowledge of transportation matters, the League is opposed to any regulation or licensing of traffic management by State or Federal laws, or any restriction upon the freedom of employment of traffic managers or others engaged in traffic work."

In regard to foreign trade zones, the export and import traffic committee reported that inasmuch as there was only one zone, namely that in New York, and that shippers in New York had little use for it, further study by the committee should cease and the subject stricken from the docket.

The export and import traffic committee also went on record as opposed to the situation, due to European conditions, where a shipper in good faith has forwarded his merchandise to a port for export, only to find that through failure to complete the transaction due to conditions beyond his control, he was forced by the railroads to pay domestic rates both on the shipment to the port and on the return movement. As the Trunk Line Committee has the whole matter under consideration at the present time, the League hopes for a favorable decision, not only as to rates but as to reparations.

The League recommended a continued and vigorous

policy in opposing all attempts to restrict the right of competent and qualified laymen to appear before administrative agencies or tribunals.

Proposals from several League members urged that the time for payment of rail transportation charges be extended, due to the 40-hr. week (present I.C.C. regulations provide for extension of credit not in excess of 96 hrs.). The matter has been under consideration by the A.A.R., which has a tentative proposal, as follows:

"Saturdays may be excluded from the compilation of the periods of credit to the same extent that Sundays and legal holidays are now excluded."

Consideration has also been given to the question of relief in respect to the payment of l.c.l. charges. The following proposal has been drawn up:

"Transportation charges on less than carload shipments of freight may be accumulated for a period of not to exceed one calendar week or until such charges aggregate \$100, whichever is first attained, and settlement for the total shall be made within the next succeeding 48 hrs., excluding Saturdays, Sundays and legal holidays."

The classification committee was on record in regard to the liberalization of Rule 10 that it be made applicable on a national basis with the hope that the carriers in the Western Territory will take the necessary action to make this change possible. Rule 10 provides for the application of the highest minimum weight on any article contained in the shipment, the charges to be assessed at the carload rate and actual weight on each commodity in the shipment. In the event there is any deficit in the minimum weight, such deficit will be charged for at the highest carload rate applicable on any commodity in the shipment.

Rule 12

The League approved the proposal in the Consolidated Freight Classification Docket No. 82 to change Rule 12, Sec. 3, so as to permit the shipping of mixed articles in one package without the penalty of paying the highest rate on any article contained in the package. In substance, the amendment proposes to eliminate the difficulties now encountered in packing a number of small items in one package. Under the present rule, the shipper is assessed the highest rating on any article in the package. In many cases, the weight of the article which determines the rating is extremely small, while the bulk of the articles may be rated at third or fourth class.

The proposed rule reads as follows:

"The charge for a package containing freight of more than one class shall be at rating provided for the highest classed freight in the package and on shipments subject to carload rating the highest c.l. minimum weight provided for any article in the package, except that the higher rated articles (not in excess of 20 per cent of the total weight of the shipment) shall not be used in determining the rate to be applied. All the articles need not be specified on the shipping order or bill of lading, but only the article taking the rating to be applied; in such instances, a notation must appear on the shipping order or bill of lading that the package contains other articles classified the same or lower and higher rated articles not to exceed 20 per cent of the weight of the package. Only one such package may be included with each l.c.l. shipment."

Under this proposed rule, instead of applying the highest rate on any article in the shipment, it would be possible to include not in excess of 20 per cent of the total weight of the shipment articles which are rated higher than the rate to be applied to the package. For instance, on a shipment containing articles distributed as follows: 20 per cent of fourth class, 30 per cent of third class, 25 per cent of second class, and 15 per cent rated higher than second class, the rate to be charged would be the second class rate on the total weight. In other words, the 15 per cent higher rated articles would be considered as contraband, and could be included without penalizing the balance of the package. In order to avoid abuses of this rule it was suggested that only one such package be included with each less-carload shipment.

Approval was given to the proposed change in Rule

13—minimum charge, providing in Section 1 (a) that the minimum charge for a single shipment from one consignor to one consignee on one bill of lading for delivery at one location shall be the actual weight at the class or commodity rate applicable thereto, but not less than 55 cents. It is thought that this change would help the railroads in many instances to regain shipments which they have lost to express companies and parcel post.

Rule 23

The classification committee also recommended that the League favor the elimination of Rule 23 from the classification. This rule provides that carrier's agents must not act as agents of shippers or consignees for the assembling or distribution of carload of l.c.l. freight, except as specifically provided for in the carrier's tariffs lawfully on file with the I.C.C. Warehouses in particular have opposed this rule as being harmful to their business. The committee was of the opinion that if the rule were eliminated, the rails would be benefitted thereby and shippers would be encouraged to forward freight in carload lots to break —bulk points for reforwarding to destination by l.c.l. The matter will be continued on the League docket for further study.

The League for years has favored a liberal dunnage allowance on freight loaded in closed cars and has urged adoption of some such provision by the carriers. It is the position of the League that dunnage installed by shippers for the purpose of enabling carriers to perform their function of safe transportation of carload freight traffic, properly constitutes part of the tare weight of freight cars. This position is to be presented to the directors of the A.A.R.

It was the thought of some that the Federal Government should exercise its authority to prescribe minimum (or at least maximum) weights of motor vehicles. Instead of making a declaration on that basis, the League approved the following recommendation of the executive committee:

"The League is on record as favoring reciprocity between States and that taxation should only be for the purpose of compensating the Government for the actual use of the highways by motor transport and such fair property tax upon its property as is paid by other property."

"In view of this and because of the action by the executive committee on Nov. 14 in appointing a special committee to deal with all aspects of Title 3 of the transportation act of 1940 (Board of Investigation and Research) it is recommended that proposed action in this respect by the highway subcommittees on highway trade barriers and highway regulation, safety and taxation be deleted."

A Spring meeting of the League may be held. The 1941 annual meeting will be held at the Palmer House, Chicago, Nov. 13 and 14, 1941, with a meeting of the executive committee on Nov. 11 and 12.

Western Union to Issue Telegraph Stamps

The newest convenience for businessmen and others absent from home or headquarters is announced by the Western Union Telegraph Co., through its filing of tariffs, to provide telegraph stamps which will be accepted in payment for any of the variety of services available at its offices throughout the country. The innovation will prove handy for those who do not care to maintain regular telegraph charge accounts and may even appeal to some philatelists.

Western Union plans to issue each year a new set of stamps commemorating important leaders and events in telegraph history. The initial issue of stamps will be the first time in this company's history that anything of the kind has been provided for public use. Local telegraph offices have been supplied with the stamps which are in 5 denominations: 1 cent green, 2 cents brown, 5 cents blue, 10 cents yellow, and 25 cents red. They will be sold in books of \$2.50 and \$5.00.

Meeting the TAX Problem

By JAMES V. CLARKE

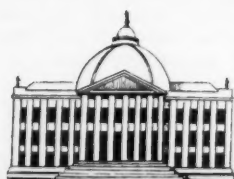
Tax Foundation, New York City

MOST warehousemen, traffic managers and producers would be fairly well satisfied with a net return of \$34,246.57 a year, and some wouldn't mind just having this amount represent their annual volume of business. Yet in terms of our yearly governmental spending, Federal, State and local, that respectable sum lasts just one minute. Yes, even before we consider the extra costs of our newly needed defense program, our \$18,000,000,000 spending orgy requires \$570.78 every time the clock ticks.

Of course, we don't pay that huge amount to the Government in taxes every year, for then our backs would be truly broken from the staggering burden. Only \$13,800,000,000 is collected in cash, the rest goes "on the cuff." That's why warehousemen, traffic managers and producers can still do business—but they, or their children, or their children's children will have to pay the bill some time. Up to now, total borrowing of all our governments, Federal, State and local, amounts to the neat little sum of \$1,969.24 per family. For Federal loans alone, with the figure at \$43,861,000,000, every man, woman and child in the country owes \$337.39. And the mortgage is growing.

If all this governmental spending was absolutely necessary for essential services, few would complain. But already, Washington has suggested that 10 per cent savings would be possible in non-defense connected Federal departments. That has led many State taxpayers associations and city and district taxpayers groups to assert vigorously that such Federal savings should be made and that like 10 per cent cuts should be effected in the costs of all local governments as well.

Already, many of these taxpayers groups have turned up startling evidences of extravagant and wasteful uses of taxpayers' money. In most cases, they have done more than that. They have set about bettering conditions and have received lowered budgets, reduced tax rates, and more efficient government as a result. What they have accomplished is only the beginning of what can be done if they get the



If each of the 175,000 taxing units would reduce their spending by \$5,000, the saving of \$875,000,000 would furnish sufficient funds to train, feed, clothe, and pay an army of more than 300,000 men for a full year.

Courtesy, Citizens' Public Expenditure Survey

active cooperation of all business men and other leaders interested in having government operate as efficiently and economically as business must.

Every man or woman connected in the slightest degree with distribution and warehousing and its attendant problems of traffic management, shipping and handling, knows how much high taxes add to costs of operation. If, as in the New Jersey community, taxes reach the confiscatory level of \$65 per \$1,000 valuation, he either folds up or moves to a place where government is less burdensome. However, if he is among those fortunate persons who live and do business in well-governed and economically operated communities, he probably owes this condition in part to some citizens' economy league or taxpayers' association.

These taxpayer groups welcome the advice and active support of all thoughtful citizens. They approach

all problems of taxes and governmental procedures from the standpoint of fact-finding, as opposed to fault-finding. When they have dug into the records and found out just how their money has been spent, they ask 3 questions: "Why was so much paid for this? Could something more reasonable have given suitable service? Why was this purchased at all?"

Facing mounting taxes, because of national preparedness needs, these groups seeking better government are now waging a battle to death against reckless and wasteful uses of taxpayers' money. Many have become convinced that if useless departments were combined or eliminated and extravagances stopped, the tremendous savings possible would greatly offset the costs of our new national defense program. Scores of the 27 State taxpayers associations and 1200 county, city and local citizens economy leagues are rallying under the slo-

through Citizen Action . . .

gan "Billions for Defense—But Not One Cent for Waste."

Nobody would find fault with a school which wanted to be sure that it had no bugs in its belfry or class rooms. It is only natural to expect that cleanliness would be insisted upon. Yet an Indiana taxpayers group was puzzled when it discovered that one small school spent \$960 in a single year for insect powder.

Wooden bridges are still in use in some places on less frequented roads. A diligent township officer in Minnesota found one that needed two planks replaced. He reported this immediately to the rural officials concerned. His report had to be checked in person by these same officials, and per diems and travel expenses duly charged to the taxpayer. Conferences were then necessary to authorize the replacement and decide on the type of board to be used. After due consultation, 2 laborers were hired and the 2 planks replaced at a cost of \$7.50. Then, of course, officials had to inspect the repairs. In studying the records, a taxpayers' group did a little figuring, checking through the

various expenses charged by officials in connection with this transaction. They found that to make this \$7.50 bridge repair actually cost the taxpayers the sum of \$36.

Citizens of one Missouri county recently gathered to celebrate the burning of the last of a \$35,000 bond issue. Years ago, when counties in this State could issue bonds, some had thought it would be a good idea to have a railroad. Bonds were, therefore, issued by the county to raise money to purchase stock for a projected railroad. Now the county probably still has the stock, but it is minus a railroad and is out the \$35,000 and the additional big sums paid in interest.

Too Many Courthouses

During the short time that taxpayers groups have been active in Missouri, they have found 3 counties which have 2 court houses, and 2 county centers each, with a double set of most officials to man them. One also had 2 county jails until the second one was recently closed down "for reasons of economy." New York still has one

county with duplicate county seats, court houses and jails, but has stopped the pleasant little pastime officials had of carrying prisoners from one jail to the other on travel charges of 15 cents a mile. The allowance now is much lower.

Michigan taxpayers are at present somewhat concerned over an unfinished water-softening plant that started out to cost \$75,000, but already has consumed \$500,000. Neither are they any too well pleased with an unfinished and unused courthouse which requires for completion and furnishing \$30,000 more than the citizens had agreed upon originally. In one community of Wisconsin, taxpayers are taking steps to stop the practice of letting tax funds levied for debt retirement be used for current running expenses, leaving the debt mounting with accumulated interest.

In this time of world crisis when every spare tax dollar is needed for national defense, taxpayers are saying that all such wasteful and extravagant practices such as these must go. No longer can officials

(Continued on page 50)

On Lincoln's birthday, 8000 gave up the holiday to attend the 1940 State budget hearing at Albany, N. Y., which was part of the taxpayers' movement under the leadership of the Citizens' Public Expenditure Survey, resulting in the elimination of a proposed \$15,000,000 income tax increase and a reduction of \$5,000,000 in the State budget.





Many companies are organizing their fire protection to attain quick discovery and quick action in extinguishing fires.

FIRE

Prevention is a Defense Duty

by LEONARD F. MAAR

Safety Research Institute,
New York City

THE shipping, handling and distribution of raw materials and finished products require as many safeguards against fire as do the production departments of industry. And right now, with national defense exerting pressure on so many lines, the production departments are hearing plenty about fire safety.

Fire can cause expensive delays and outright losses in the handling processes as in any others. It can dam the flow of commerce as completely as strikes, monopoly control or any of the other bottlenecks about which so much is being said and written.

If we reduce the handling processes to terms of occupancy, the problem of fire safety at once becomes concrete. In none of the occupancies involved is fire any mystery. Warehouses, trucks, railroads, piers, wharves, terminals and distribution plants—we know how to make them safe from fire. There is a large technical literature available to anyone lacking experience with, and knowledge of, the subject. Fire insurance organizations, engineers, trade associations and individuals are working constantly on fire safety. All that remains is to put this special knowledge and experience to work.

The fundamentals of fire safety—prevention and protection—are substantially the same, no matter what hazards are involved. Greater emphasis has been given to prevention in the past, presumably on the theory that if a fire can be prevented, there won't be any need to put it out. The sad part of it, though, is that fires occur anyway, and in periods of increased industrial activity such as the Nation is experiencing, the number of fires also increases. So fire prevention is not the whole story of fire safety. Protection is equally vital, and, in the recognition of this fact, we find a new approach to the problem.

Protection involves the discovery of fire and the equipment needed to put it out. Of course, the more quickly fire is discovered and the less delay there is in extinguishing it, the smaller will be the loss sustained. For quite obvious reasons, many companies are organizing their protection to attain that objective.

They accomplish this by training men in every department to cope with fire emergencies and by giving them adequate equipment with which to attack fire. Where this has been done, substantial reductions have been made in fire losses and also in the number of fires.

In a large Philadelphia plant, workmen of an outside contractor were using an acetylene cutting torch to repair a conveyor on the shipping platform. Sparks fell through the flooring of the platform, igniting the accumulated paper underneath. No provision had been made for meeting such an emergency. In many plants it is routine to keep men

standing by such work with extinguishers or to carry an extinguisher on the hand truck or the welding equipment. Here, the delay in attacking the fire permitted it to spread the length of the platform and caused damages of about \$9,000, not including the loss of use of the platform while repairs were being made.

The latter follows as a matter of course, for men, by training, become more aware of the fire problem and are more alert to prevent fire. Thus, both sides of the fire safety program benefit under this plan.

There are some outstanding instances of what department fire brigades have accomplished. In 16 plants of the Chrysler Corp., losses were reduced by 60 per cent within 3 yrs. after the departmental brigades were organized. And a large share of this saving was made in handling and shipping departments.

The Endicott Johnson plant, where 135,000 pairs of shoes can be produced daily, consists of 34 factory groups that have an assessed valuation of about \$10,000,000. Consistently, year after year, losses are kept low by a well-balanced fire program under the supervision of Chief James R. Eldridge. Since 1936, when the total fire loss was \$59.95, the annual losses have not exceeded several thousand dollars. In 1938, the damage was \$87.82 and involved 195 fires.

In these properties, full-time employees are trained to recognize fire hazards and to protect them if fire occurs. Fire extinguishers are the first line of defense, enabling workers to put out fires before they spread beyond the point of origin. The majority of fires are stopped in this manner, but if fire does get beyond control of the first aid appliances there is a complete organization of men, sprinklers, hose lines, salvage corps, etc., to handle it.

This same principle of quick extinguishment can be applied to any of the occupancies involved in the processes of handling, shipping, storage or distribution.

A prime example of the confidence placed in fire extinguishers is found in the recent ruling of the Interstate Commerce Commission which brings private carriers in interstate traffic, including farm trucks, under the same safety regulations that apply to common and contract carriers. Now, all trucks under the jurisdiction of the Commission are required to be equipped with fire extinguishers for the protection of goods in transit and for the carrier itself.

Fire extinguishers are easy to use and to keep in service. There are a few elemental facts about them and fire itself, which everyone should know.

Fire protection authorities recognize 3 classes of fire:

Class A fires, which are those in ordinary combustible materials such as wood, paper, textiles, rubbish, etc. The soda-acid, foam, loaded stream, anti-freeze and water type extinguishers are approved for use on such fires. The vaporizing liquid extinguisher also is recommended for fires of this kind which are not deep-seated.

Class B fires, which are those in flammable liquids such as gasoline, kerosene, lacquers, cooking fats, paints, oils, greases, etc. The foam, loaded stream, vaporizing liquid, dry chemical and carbon dioxide types of extinguishers are approved for use on these fires.

Class C fires, which are those in live electrical equipment, where a non-conducting extinguishing agent is required. The vaporizing liquid, carbon dioxide, and dry chemical types are approved for use on these fires.

With this information at hand extinguishers can be provided for any class of fire in any occupancy. The types referred to here are those approved by the Underwriters' Laboratories or the Factory Mutual Laboratories, and so labelled.

Beyond this first aid defense, the special fire problems of the various occupancies may require individual attention.

In warehouses, one of the principle difficulties is the delayed discovery of fire. Here are large areas that may not be visited for days on end. Automatic fire alarm systems of the rate-of-rise type are particularly recommended for these areas.

A modern development in distribution is the branch terminal or local terminal where merchandise is received, stored and from which it is delivered to retail outlets or directly to the consumer. Unless specific instructions are issued to the managers of these terminals, fire safety measures may be disregarded. In these terminals the common fire causes are most to be feared. Good housekeeping, a strict no-smoking rule, inspection and proper maintenance of heating plants, and insistence upon licensed electrical installations, will eliminate the most frequent causes of fire. And here, too, the principle of first aid protection can be successfully applied.

Safety Conference at Chicago

"SO effectively has industry succeeded in streamlining the ancient law of self-preservation that the American workman, when he is on the job, is in the safest place in the world."

This declaration, made by Capt. A. A. Nicholson, personnel director of the Texas Co., New York, in addressing the National Safety Congress in Chicago in October, aptly summarizes accomplishments of the nationwide safety movement to reduce the appalling costs of accidents in industry.

From the multitude of topics considered on the 5-day program, it is evident, that to keep the American workman safe, many problems remain to be solved. In the sectional conferences devoted to commercial vehicle operation and transportation generally, those problems appear extremely varied and extensive.

Speakers discussed such diverse matters as speed laws and diabetic drivers. They talked of vehicle maintenance as a means for reducing accidents, pondered the dangers inherent in power truck operation within factories and warehouses, the safety factors of re-capped and retreaded tires, whether smoking should be permitted while driving, the hazards of truck heaters and other topics innumerable.

For the warehouse operator, intent on conserving manpower, one of the most enlightening talks was by Dr. J. J. Wittmer, medical and personnel director of the Consolidated Edison Co., New York. Discussing "Con-

trol of Sprains and Strains," Dr. Wittmer considered such questions as "How should a man lift?"; "What happens physically when he assumes a wrong position?"; "How does a sprain differ from a strain?"; "What control methods have been found most effective?"; "Is it merely a question of pre-employment and periodic medical examinations?"; and "How can the safety man assist in controlling sprains and strains?"

Truck drivers as a class are the best drivers on the road, declared T. L. Preble of Tidewater Associated Oil Co., New York City. He told of a Canadian fleet operator who has developed extraordinary public good will through the courtesy of his uniformed drivers, trained in vehicle operation, traffic regulation and first aid work. All this, he said, has materially contributed to the company's prosperity.

George W. Zeigler, chief inspector, New Jersey Department of Motor Vehicles, Trenton, N. J., in discussing "Physical Condition and Visual Acuity as Factors in Accidents," advocated a medical study of diseases and their relation to accidents. In New Jersey, he said, only 3 diseases, epilepsy, diabetes and certain types of heart disease are causes for revocation of drivers' licenses.

R. H. Clark, general superintendent of transportation, Consolidated Edison Co., declared that the safe and economical operation of any truck fleet is de-

(Concluded on page 52)

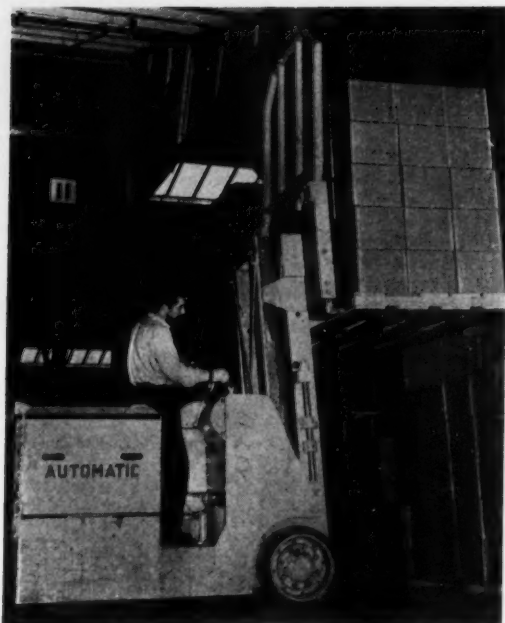


Fig. 1—The Center-Controlled Type Fork Truck, handling 4,000 to 6,000-lb. loads. Courtesy: Automatic Transportation Co.

By C. C. HADDRELL
Materials Handling Engineer,
Cambridge, Mass.

BETTER *Selling Methods* FOR MATERIALS HANDLING

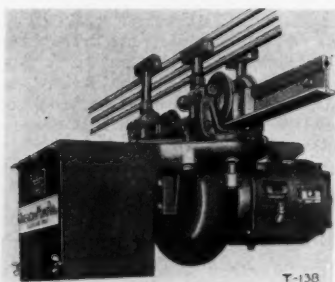
UNTIL the last few years, materials handling methods have had but sluggish improvement. During the past depression and recession, executives have looked for ways and means of saving money and have hit upon the fertile handling field as one extremely good place to begin.

Most of the manufacturers of handling equipment have welcomed long sought for popularity. New industries and new products have come along. The more progressive have cooperated to the extent of supplying competent sales and materials handling engineers. Old types of handling equipment have been redesigned and improved to



Fig. 2—Miniature electric fork truck for 1,000 to 2,000-lb. loads in multi-story buildings where floorload is a factor. Courtesy: Automatic Transportation Co.

Fig. 3—Close view showing electrically-driven air-wheel monorail, and method of applying pneumatic tired pressure against bottom of load rail. Courtesy: American Monorail Co.



meet the needs of progressive industry.

The equipment manufacturers now recognize the fallacy of over-selling their particular lines. High pressure has given way to savings reports. If another type of apparatus is better suited for the job in question, the sales engineer is the first to recognize this fact and to recommend the purchase of the better equipment. This, of course, is only possible when the sales engineer has access to the job and can see the conditions under which his apparatus must function.

Competitive bidding is recognized

as an economical method of purchase. In the case of mechanical equipment, the specifications should be written by an engineer thoroughly familiar with the handling problem and also with the newest developments in materials handling equipment. In every locality there are sales engineers who are capable and willing to do this work simply for the associations it will bring.

Among the leaders in new materials handling methods are the electric industrial truck manufacturers. Their development of the fork truck to a precision built, 3-motored "Robot" which will stack materials 16 ft. in the air with an almost magical touch has been a great contribution to the field.

For an example of the efficiency of this unit let's look into the procedure of most of any company which packs its product in cartons. Assume that its warehouse is utilized to capacity by the still common method of hand or portable stacking machine. We'll follow the process from the last machine operation through the shipping department.

1. Packs product into cartons.
2. Loads cartons onto floor trucks or skids.
3. Moves trucks or skids to warehouse.
4. Unloads cartons from truck or skids.
5. Stacks cartons by hand or

stacking machine. Each carton handled individually.

6. Removes cartons from warehouse piles by reverse of No. 5.

7. Loads cartons onto trucks or skids.

8. Transports to shipping department.

9. Unloads trucks or skids.

10. Loads street truck or freight car.

Now let's follow the same path in a similar plant which is equipped with one of the new center-control fork trucks. See Fig. 1.

1. Packs product into cartons.

2. Loads cartons onto pallets.

3. Fork truck moves unit load to warehouse and stacks.

4. Fork truck unstacks unit load and transports to shipping room. Spots load on street truck tailboard or inside freight car.

5. Removes carton from pallet.

By using up-to-date handling methods and equipment 5 distinct movements were eliminated. If there is sufficient work to keep one of these fork trucks really busy, the resultant yearly savings will pay for the equipment in less than 2 yrs. An expenditure is usually warranted if the savings will pay for the equipment in 3 yrs.

Each manufacturer has his own distinct problems, different in many respects from that of his

Fig. 6—To show an actual installation of this conveyor would be impossible, so demonstration unit is used so that all points can be visualized. Courtesy: Johns Conveyor Co.

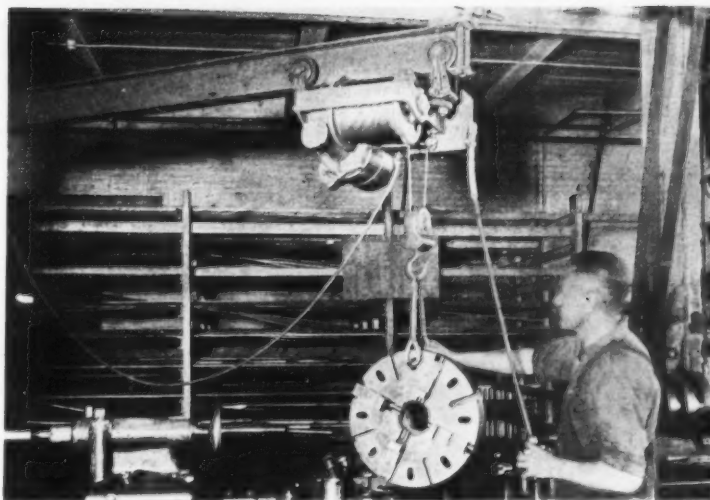


Fig. 5—Small electric hoists will do much to facilitate one-man handling of heavy loads. Courtesy: Electrolift.

nearest competitor. Such things as type of building, production volume, constancy of production, and form of packaging, all enter into the

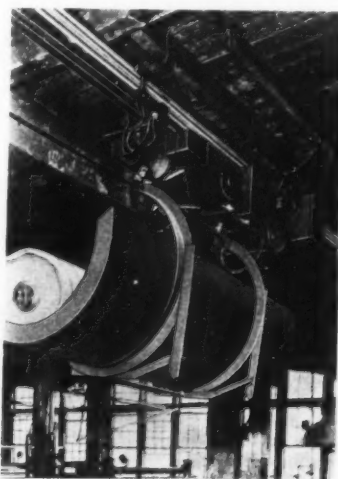


Fig. 4—Installation of Automatic Monorail System for transportation between fixed points. Courtesy: American Monorail Co.

solution of a materials handling problem.

The most recent development of the electric truck manufacturers is the miniature fork truck, Fig. 2. This truck will handle a 1,000-lb. or 2,000-lb. load 36 in. long and was developed for economical handling of smaller unit loads on lighter floor construction or in multi-storied buildings. The truck is much smaller than previous developments and weighs considerably less.

The manufacturers of overhead handling equipment have improved their product, also. Unlike electric trucks, overhead handling equipment is used for a set job. Transportation along set lines.

One of the most versatile developments is the air-wheel monotractor. The monotractor, Fig. 3, is a pneumatic wheel which exerts pressure against the bottom flange of a monorail system and when driven by its electric motor is used to push or pull trolleys along the track. The air-wheel exerts greater pressure against the monorail than is otherwise possible. This of course re-

(Continued on page 63)

Fig. 7—By detaching the body from the truck, many bodies can be handled with one tractor unit. Courtesy: Dempster Brothers, Inc.



In the 17th century in London, a small coffee shop owned by Edward Lloyd became the meeting place for the insurance underwriters of the period. Later, this tavern became the organizing point for the present underwriters bearing that name.



The Story of INSURANCE

by HOWARD S. TIERNEY

THE insurance man of today owes as much to a little black bean that only grows in tropical areas as he does to the great names like Lloyd's, Rothschild and others who are considered the fathers of our modern insurance system. It was coffee that gave the great impetus to insurance. As its consumption increased year by year, both in England and on the continent, trade developed by leaps and bounds, and it was in England in a shop dedicated to the drinking of this beverage that modern insurance was largely developed.

In the 17th century in London, a small-coffee shop owned by a man named Edward Lloyd became the meeting place for the insurance underwriters of the period. In 1696 the enterprising proprietor published a bulletin called the "News" in order to stimulate his trade. This sheet contained the dates of all sailings and the probable returnings of all ships to and from the port of London. In this manner he not only increased the number of insurance underwriters that patronized his shop, but also drew groups of merchants who were interested in learning the sailings and arrivals of the ships that carried their wares. Largely to stimulate the sale of coffee, Edward Lloyd had brought together the buyer and seller of insurance. The "News" was suppressed because one of its early issues caused offense to the Crown, but emerged again after 6 mos. as "Lloyd's List" which is to this day a daily publication issued by Lloyd's of London.

The underwriters at Lloyd's, during the first half of the 18th century, formed groups of 4 or 5 members who shared one risk, so that the onus of the loss would be more divided. By 1769 the tavern no longer was

able to accommodate the volume of business that was transacted within its dingy walls. A definite organization was formed and moved to a new building known as the Royal Exchange. The tavern was moved with it, and for many years in the Royal Exchange, cheese, crackers, tea, coffee and other forms of refreshment were served at a bar. Whereas formerly, Lloyd's had been a tavern that housed an insurance group, it now became an insurance organization that housed a tavern.

Lloyd's Grows Slowly

In the early 1700's, a group of London businessmen petitioned the Crown for patents to establish a corporate underwriting organization. The individual underwriters of Lloyd's raised a great protest against this because it threatened their very existence and almost succeeded in having the patent suppressed. But the group obtained their request by subsidizing the Crown with a £600,000 bribe. Instead of hurting the business of the underwriters, this company stimulated their growth because the controversy over the patents had given insurance much free publicity. Businessmen, however, still preferred to place their insurance with individuals whom they knew rather than with an impersonal corporation; consequently, the stock company grew very slowly.

Although the growth of fire insurance may not have been as romantic or as spectacular as marine, nevertheless, fire insurance today is one of the principal forms of insurance. It developed concurrently with the growth of marine insurance, but under entirely different circumstances and leadership. As we noted

previously, certain forms of fire insurance had developed out of the guild system in the 14th century, but the insurance had been of the cooperative type and had progressed very little, whereas by 1666 marine insurance in Europe was commonly used by all carriers. All through the first half of the 17th century, the Stuarts, James I and later his son, Charles I, were petitioned to allow the formation of fire insurance companies. Few of these requests were granted, and what few companies were formed, most all failed within a year or 2.

In September, 1666, an event occurred that gave to fire insurance its greatest single impetus. In the city of London, a fire started that burned for 4 days and 4 nights, spreading over 436 acres of the crowded city. Eighty-five per cent of the dwellings in the city were completely lost. Various estimates of the losses sustained ranged from £10,000,000 to £100,000,000. As there was hardly a merchant who had not suffered, the need for some form of fire insurance became apparent to the whole country. In 1667, an enterprising individual named Nicholas Barbar started selling fire insurance in the city of London. He insured dwellings against fire, but not their contents. He also started what amounted to the first fire department by hiring a group of men to patrol the streets and to help prevent fires on properties insured by him. Barbar entered the fire insurance business at a particularly opportune time, and consequently, prospered. After a great conflagration like the fire of '66, the people are "fire-conscious" and losses always are at a minimum.

A company called the "Fire Office" soon followed Barbar, and this company agreed to indemnify against loss of contents as well as the building. From that date until the beginning of the 18th century the growth of fire insurance was very rapid. Many cooperative groups were formed in which members shared the losses. The year 1684 saw the formation of the "Mutual Society," the most important of these mutuals and the one that survived the longest. This company, still in existence, is known as "Hand-in-Hand," derived from the 2 clasped hands inserted on its original emblem or seal.

Until a few years ago, there was a law in France which permitted a person to recover damage caused to his premises from the person on whose property a fire originated. The French insurance companies consequently charged lower premiums to insure property in France because many of the losses were of this nature. In some cases, the fire originated on property insured with the same company. This necessitated insurance to cover the property, as well as insurance

to cover the owner's legal liability to others. This was probably the intention of legal liability forms of insurance, a field so largely developed in the 20th century. All forms of casualty insurance undertake to insure or indemnify the insured against his legal liability to others. Amongst the early forms of this type of insurance was Team's Liability, whereby an assured was protected against the damage to others that his horses might cause. It is interesting to note that the first form of liability insurance sold in connection with automobiles was nothing more than a Team's Liability policy with an endorsement attached stating that the vehicle insured was "a horseless" carriage rather than one pulled by a team. In 1898 the Travelers Insurance Co. took an historic step when it issued this policy to a certain Buffalo doctor who had bought an automobile to replace his horse and buggy.

Casualty insurance is today in this country with our great number of automobiles, in comparison with other countries of the world, one of the largest fields of insurance. In the year ending Dec. 31, 1939, the premium income of these companies alone was over \$265,000,000. Although the organization of these types of companies is relatively recent, their success has been almost phenomenal due in part to the rapid growth of the automobile industry, the law in this country having placed the burden principally upon the operator to prove he was not negligent, compared to the reverse in most countries of the world.

Workmen Protected

But it would be a mistake to imagine that automobiles are solely responsible for the growth of casualty insurance. There were many other forms of liability insurance long before the "horseless carriage" was ever thought of. The ownership of any form of property entails liability to the public; the conduct of any business carries with it liability to the public, its employees and customers. In the latter half of the 19th century, social legislation and court decisions throughout the world began to protect workmen injured during their employment, even in instances where the employer had not been proved negligent. Then followed the Workmen's Compensation law, that not only required the employer to pay his injured employees even if they had been grossly negligent, but also required the employer to carry this form of insurance.

Another impetus given to insurance by the industrial expansion of the 19th century was the development of steam power. Ingenious insurance men devised policies that insured manufacturers both against the explosion of their steam boilers and against the damage that such breakdowns might cause to them and to others to whom the owner of the boiler might be responsible. From this steam boiler insurance has developed the modern Machinery Breakdown policies issued by many companies.

The history of American insurance begins in the 18th century, the century in which England's insurance system was developing most rapidly. To our forefathers, these were their pioneer days in insurance as well as in every other field of endeavor. In 1721, John Copson of Philadelphia became the first underwriter of insurance in this country. American shippers had become dissatisfied with the service rendered by foreign companies. Because communication between Europe and the colonies was dependent upon the slow sailing ships—in the days of the swift clipper ships which could reach England in 3 weeks not having arrived—a shipper might not know whether an underwriter had insured his cargo for months after the application had been made.

By 1759, at least 2 marine insurance companies were doing business in New York City. In 1792 the Insurance Company of North America was founded, and in 1794 granted its formal charter. In this period, insur-

THIS second article on the history of insurance records how Lloyd's of London got started.

Mr. Tierney in this article also shows how fire insurance got its greatest impetus, as well as casualty, etc. His research also reveals many interesting facts in regard to the growth of insurance in the United States, the rate questions and the various types of companies organized to give industry protection.

His next article, to appear in the January issue, will cover the financial side of the insurance picture.

ance grew rapidly but not without fierce competition from abroad. The English companies were willing to insure American risks at a loss in order to retain the business. The more substantial American companies managed to survive this competition, and, in the latter part of the 19th century, actually began to compete successfully in the international field with English companies which had previously dominated the field. Nevertheless, England, still the financial center of the world, continued to control the insurance business until the coming of the 20th century.

First U. S. Fire Insurance

Fire insurance in the United States had somewhat the same origin as in England. The first fire insurance company known in America founded in Charleston, S. C., in 1735, had the title of *The Friendly Society for Mutual Insuring of Houses Against Fire*. In 1752 in Philadelphia, with the approval of Benjamin Franklin, *The Philadelphia Contributionship for the Insurance of Houses from Loss by Fire* was founded. These cooperatives quickly failed because there was such a concentration of risk in particular localities. A catastrophe like the fire of New York in 1835 wiped out all the New York companies. Fires spread very rapidly in the days of the bucket brigades.

In the period of 1835 to 1860 over 54 fire insurance companies were founded, but only 7 were in existence by 1870. Stock companies, which distributed their risks, showed a far better record in surviving such disasters as the Chicago fire of 1871. That famous conflagration caused rates to be advanced very sharply. At the same time, companies began to discriminate against wooden buildings which heretofore had enjoyed the same rates as brick or other types of structures. As the growth of the insurance industry occupied a quasi public function in the financial world, it necessarily followed that the States legislated laws under which they must operate. The taxing of this industry originally by most of the States was only to provide sufficient income to properly supervise its operation, but this thought soon disappeared as there is not a State that expends for the maintenance of its insurance department the revenue obtained through taxation. The growth of the business, making it one of the largest industries of the country, has proved too great a temptation for State legislatures. This substantial tax burden has prevented further reductions in the cost of insurance at this time.

The control and supervision of insurance companies by the various States is not at all uniform, although the tendency is in that direction. All States provide for a minimum financial capitalization before a company may be licensed to do certain form of business, periodic examinations by the State, laws as to the type of investments that may be made and the required reserves to meet its financial obligations. Some States regulate the adequacy and reasonableness of rates charged as well as approval of the wording of the policy. Whereas, insurance of any kind may be written by a company or underwriters throughout Europe, most States in America require deposits or capital for each class of business written, and also insist that companies limit their underwritings to certain classes of business generally classified as life and accident companies, fire and marine companies, and casualty companies. Whether this limitation has acted as a deterrent to the further expansion of the business, only time can tell, but many are of the opinion that it has. As a matter of fact, the State and Federal regulation of insurance only followed after the practice of regulation had been started by the companies themselves.

In 1866, the National Board of Fire Underwriters was organized to stabilize rates. Due to this board, in 1871 all companies were able to substantially advance their rates and so to further strengthen their financial posi-

tion. The National Board of Fire Underwriters has been the outstanding contributor to the development of fire insurance in this country. In the year of 1939, literally billions of dollars of property was insured against fire in this country, producing a premium income of over \$467,000,000, of which \$415,000,000 was written by stock companies and \$52,000,000 by mutuals. The board soon sponsored a laboratory, known as "Underwriters Laboratories, Inc.," where tests could scientifically be made of fire resistive materials. These activities have been continuously developed to such a high point that many materials now bear a label issued by this laboratory.

The Board found in time that the fixing of the rates brought them in conflict with the insurance departments of the various States, and the varying physical conditions in the different cities and towns necessitated variations in the rates. They, therefore, abandoned the rate making, turning this function over to local city or State rating boards. They classified cities or towns dependent upon the water supply, fire department facilities and continued research as to the types of construction and standards necessary for the prevention of fire.

One of the outstanding contributions to the development of the country was the electrical code, as with the coming of electricity a new fire hazard was introduced. This electrical code had been adopted generally throughout the United States as have many of the other standards established by the board. The work of this board maintained entirely by stock insurance companies has brought about a reduction in the cost of fire insurance in this country from an average rate of \$1.19 per hundred dollars in 1903, to an average rate of \$.67 per hundred dollars in 1939. Nowhere in the world has a comparable development been made.

2 Forms of Development

The insurance industry has been developed along 2 different forms of business organization. The first and principal form is the stock company organized as a capitalistic enterprise with stockholders who expect a reasonable return on their investment. These companies have conducted continuous research for lower rates through the National Board of Fire Underwriters, and reduced the hazards of business every year, as well as made the coverage more complete year after year. This research, supported by the stock companies, has not only aided the development of the insurance business, but many other industries like the electrical, oil, building and innumerable other important businesses.

Stock companies sell their insurance through agents appointed to represent them in various cities or towns throughout the Nation or through licensed representatives of the assured known as insurance brokers, who receive a commission somewhat less than an agent from the insurance companies. It is the latter group to whom the industry is indebted for a great many of the innovations and improvements that have been brought about in the last few decades; many brokers are constantly devising new forms of protection and assisting companies in rewriting older forms of insurance to give broader coverage and so to make their policies more attractive to prospective purchasers.

The mutual theory of insurance consists of those who generally have organized a company to provide insurance protection to a special group or industry, returning a portion of surplus earnings to the policyholder in the form of dividends. Generally, those companies that have been successful in individual lines have subsequently branched out and written other classes of business. This type of company is organized without capital, the terms of the insurance contract providing that each policyholder may be called upon to contribute additional funds when needed to maintain the solvency

(Concluded on page 59)

WATERWAYS AND TERMINALS

Cal. Ports-Canal Zone Service Contemplated

Application has been filed by the Moore-McCormack Steamship Lines for permission to establish a new service from California ports to the Canal Zone and return. Included in this application to the Maritime Commission is also a request for Government subsidy of the proposed new service.—*Gidlow.*

Hawaiian Defense Calls for More Ships

Speeding up of national defense construction in Hawaii and other Pacific Islands has increased movement of mainland cargo to Hawaii to such an extent that the Matson Navigation Co. has chartered 3 extra ships, according to Charles Booth, Matson's Los Angeles freight manager.

"Demands of the Army and Navy for space for material for fortifications and bases at Pearl Harbor, Kaneohe Bay and Hickam Field, and the new Navy air bases on Midway, Wake, Johnson and Palmyra Islands," Booth declared, "have jumped from several hundred tons to 10,000 tons weekly. This is in addition to the regular movement of supplies on Army and Navy transports."

To relieve the situation, Matson Line has acquired by charter the freighters Steel Maker, Tuscaloosa City and North King. The first 2 were placed in service Nov. 6, with the latter due for its first mainland-Hawaii sailing early in December.

Icehouse cargo, Booth reported, has increased 52 per cent in recent months. This refrigeration shortage is to be relieved by early installation of icing facilities on the Matsonia, and the Lurline.—*Herr.*

More Commodious Cleveland Harbor

Cleveland harbor will be able to handle a larger fleet of vessels than ever before this Winter as a result of the streamlining of the Cuyahoga River and the construction of several thousand feet of new steel bulkheading, according to Harbor Master C. H. Silverthorne.

Seek Added Dredging

The Ashtabula Port Commission is prepared to make a strong effort to secure approval for dredging of the Ashtabula River above the present head of navigation at a hearing before the Board of Engineers for Rivers and Harbors.

Less Rubber Shipped

Shipments of crude rubber from Malaya during October decreased in comparison with those made during September, cables from Malaya disclose. The total in October was 70,355 tons, or about 8,000 tons less than the movement in September amounting to 78,489 tons. October shipments also decreased slightly compared with October, 1939, when they reached 70,839 tons. The International Rubber Committee which met in London on Nov. 19, is expected to increase the export quotas of restricted countries by 5 per cent.

Holds 10 Million Bales

At the present time the Government holds 10 million bales of cotton, a calculation by the New York Cotton Exchange indicates. The Government owns outright 6,505,000 bales of cotton. It also holds 2,016,000 bales

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in the 1938 loan and 20,000 in the 1939 loan. Added to these holdings are the estimated 1,500,000 bales in the 1940 loan. The last official figures on Government 1940 loan cotton was as of Oct. 31. The total then was 1,220,271 bales. However, it is well known that the Government's reports on loans are several days behind actual figures owing to inevitable delays in sending official returns to the Commodity Credit Corporation.

(Continued on page 66)

Personnel

JOHN W. TERREFORTE, secretary of the American Chain of Warehouses, Inc., 250 Park Ave., New York City, announces the completion of arrangements for the organization's annual meeting and get-together which will take place on Monday, Feb. 9, 1941, at the Edgewater Beach Hotel, Chicago. An unusually large attendance of members and their families is expected. The American Chain of Warehouses has enjoyed 30 yrs. of service to national shippers since its inception in 1911.

J. R. Goodfellow was recently elected president of the Pacific Northwest Assn. of Cold Storage Warehousemen. Mr. Goodfellow is president of the Olympic Warehouse & Cold Storage Co., Seattle. Other officers elected were as follows: Vice-president, C. B. Hart, president of the Tacoma Ice & Cold Storage Co., Tacoma; and secretary, J. M. Wilmot, president of the Diamond Ice and Cold Storage Co., Seattle.

Walter E. Belcher, secretary of the Massachusetts Warehousemen's Assn., is passing the month of December at Delray Beach, Fla., on a deferred vacation.—*Wellington.*

Edwin C. Webster, general traffic manager of the Hood Rubber Co., Watertown, Mass., met with an accident Nov. 1, so that his back but not the spinal cord, was broken. He fell 14 steps down stairs at his home. Mr. Webster is at the Wyman House, a hospital in Cambridge, Mass.—*Wellington.*

H. H. Meyer has been nominated president of the Traffic Club of New York. Other officers selected are as follows: M. P. Bauman, first vice-president; J. W. Fletcher, 2nd vice-president; H. H. Goble, secretary; and G. G. Roddy, treasurer.

Le Roy D. Owen, sales manager of the Central Manufacturing District and vice-president of Westland Warehouses, Inc., Los Angeles, has taken a temporary leave of absence to serve as a special representative of E. J. Engel, president of the Santa Fe R. R.—*Herr.*

S. F. Mattoon, of the Anderson-Mattoon Co., has been elected president of the Los Angeles Transportation Club. **H. H. Halverson**, vice-president of Star Truck & Warehouse Co., is first vice-president; **Ernest A. Coons**, assistant freight traffic manager of Union Pacific Railroad, second vice-president, and **Harry W. Lesier**, traffic manager of Barker Bros. Corp., secretary-treasurer.—*Herr.*

Everett Gass has been appointed traffic manager of Personal Products Corp., Milltown, N. J.

W. Vernon Hipsley has become the new Western divisional manager of the National Delivery Assn. His offices are at 1231 So. State St., Chicago. The territory includes the States of Indiana, Michigan, Illinois, Missouri and Wisconsin. Mr. Hipsley has had wide experience in the transportation field, having been connected with a well-known national concern for 5 yrs.

Carl O. J. Wheeler has joined the Sword Steamship Line, Inc., as general manager. Mr. Wheeler has been with the American Agricultural Chemical Co. for 25 yrs., actively engaged in water transportation.

C. R. Israel, auditor and treasurer of the Mayflower Transit Co., has become president of the Indianapolis Chapter of the National Assn. of Cost Accountants.

J. J. McCann, traffic manager of C. F. Mueller Co., Jersey City, N. J., spaghetti products, was recently presented with a gold watch and a check by Henry Mueller, company president, in honor of his 25th yr. with the company. McCann joined the company as a porter; he became traffic manager early in 1940.—*Jones.*

Ted Waldrop, secretary of Patton Transfer & Storage Co., Austin, Texas, is again at his desk after an operation followed by an extended illness. The company has just moved into a new warehouse at 411 Chican.

George Edler is the head of the Atlas Van Lines, Inc., Chicago, recently established to conduct long distance moving. Mr. Edler has been active in the Chicago area for the past 25 yrs. in both local and long distance moving. **W. Vernon Hipsley** has taken over the New York area of this new concern. He was formerly district sales manager in New York for the Greyvan Lines, Inc.

H. O. Eckert, Akron, Ohio, has been named manager of the export office in New York City of the B. F. Goodrich Co.—*Kline.*

M. C. Sherwood was re-elected president of the New Orleans Merchandise Warehousemen's Assn. Other officers re-elected, were: **F. B. Fontaine**, vice-president; **Claude Peyrefitte**, secretary; and **H. D. Hamilton**, treasurer. The board of directors consists of **T. E. Garnett**, and **G. L. Sheen**.—*Leigh.*

S. H. Schaefer, of Wm. H. Schaefer and Son, Stamford, Conn., has been elected to the presidency of this firm, succeeding his father, Wm. H. Schaefer, who is desirous of having more time for personal interests.

John McKay has been named executive vice-president of Douglas Shipyards Storage Corp., New Orleans, La. Mr. McKay was general manager of the public facilities operated by the Board of Port Commissioners. Prior to this, he held various executive posts with the Standard Fruit & Steamship Co. and the Texas & Pacific Railway.

R. A. Travisano has succeeded the late **H. T. Smith** as traffic manager of the Worthington Pump and Machinery Corp., Harrison, N. J. Mr. Travisano has been with the company since 1912, when he was a stenographer. He was transferred to the traffic department in 1915.

Edward J. Costich has been appointed secretary-treasurer of the N. Y. State Warehousemen's Assn. to take the office left vacant by the resignation of **D. W. Bailey**. Mr. Costich is president of the Truckmen's and Warehousemen's Assn. of Rochester, and secretary of **B. G. Costich & Sons, Inc.**, the same city.

Sheldon Lewis has become traffic manager at Ft. Worth, Texas, for Montgomery Ward & Co. He has been assistant traffic manager for the same company at Oakland, Cal. In his new position he will have supervision of the territory including Texas and part of New Mexico, Oklahoma, Arkansas and Louisiana.

J. W. Patchin has been assigned office manager of the Detroit Allied Van Line's office, succeeding **Viola MicMickle**, who has assumed the duties of the traffic desk at the Riverside Storage and Cartage Co., Detroit.

Johnson Eastern Manager of Associated Warehouses, Inc.

J. Taber Johnson has become Eastern manager of Associated Warehouses, Inc., effective Nov. 1. He will manage and direct the sales activities of Associated Warehouses in the Eastern territory and presents a new approach to the distribution problems of



J. Taber Johnson

manufacturers and shippers through his sales and traffic surveys.

Mr. Johnson is a graduate of Brown University, a member and past president of Sigma Nu Fraternity, member of New York Athletic Club and the University Club. He is a student of economics and traffic and presents a successful background of sales work.

Miller Heads Consolidated Warehouses

Douglas Miller, who recently severed his connection as Eastern manager of Associated Warehouses, Inc., has formed and heads Consolidated Warehouses, located at 52 Vanderbilt Ave., New York City. The company represents warehouses in the United States and Canada.

Mr. Miller, who was with A.W.I. for 4 yrs., is well



Douglas Miller

known in the warehouse and transportation fields. He holds a license to practice before the I.C.C. and the Maritime Commission. He is a member of the Traffic Club of New York. In the past he has held positions as

traffic manager of Browne Vintners Co., Inc. and as commercial agent for Kelleher Carloading and Distributing Co., Inc.

John Winkler, Sr.

JOHN WINKLER, SR., founder of the John Winkler's Sons Storage Co., Far Rockaway, N. Y., died on Sept. 22. He was 95 and up to the time of his death was in good health. Mr. Winkler was born in Muhlheim, Germany, and came to Woodhaven, L. I., at the age of 21. About 10 yrs. later, he engaged in the livery and trucking business, which developed into the storage business, later taken over by his 2 sons, John, Jr. and George N., Sr. The latter is president of the company. Mr. Winkler is survived by his 2 sons, 4 grandchildren, one of whom is treasurer of the firm, and 4 great grandchildren.

John J. Downey

JOHN J. DOWNEY, founder and president of Jane Street Warehouse, Inc., New York City, died Oct. 30. He was 67. Mr. Downey was born in North Brookfield, Mass. and came to New York about 30 yrs. ago. He organized the warehouse business in 1928.

Atlantic States Shippers Stress National Defense

If industrial production is to meet national defense requirements, the Government must first "unshackle" private enterprise, 500 members of the Atlantic States Shippers Advisory Board were told at their 2-day conference at the Seneca Hotel, Rochester, N. Y., in October.

Citing France as an object lesson in the effect of political business controls, R. B. Woodward, Rochester Chamber of Commerce executive vice-president, declared "unshackled management of production" to be the surest guarantee of defense.

Similarly, H. C. Spillman, representing the National Assn. of Manufacturers, called for "less strangulation and more co-operation" from government. Industry is ready "if it can get the green light from government," he added.

Describing the entire defense program as a test of national unity, both speakers urged the Government to assume the initiative in eliminating what they asserted are discordant factors in the preparedness drive.

Their addresses topped a day devoted to discussion of the railroads' ability to meet defense responsibilities. F. Hichborn, New York, general chairman of the Shippers Advisory Board, termed restoration of the railroad industry to economic health "a definite part of the national preparedness program."

R. W. Brown, chairman of the Railroad Contact Committee and vice-president of the Reading Central New Jersey System, reported that in the Atlantic district alone 952 serviceable locomotives were in storage. W. C. Kendall, car service chairman of the Assn. of American Railroads, estimated that railroads already have placed or soon will place nearly 70,000 new cars in service; also have purchased or ordered more locomotives than since 1930.

The next meeting will be held Jan. 8-9, 1941, at the Hotel Commodore, New York City—Sapozink.

T & P Joins Southwest Warehouse Group

The Texas & Pacific Terminal Warehouse Co., Fort Worth and Dallas, Texas, has become a member of the Southwest Warehouse and Transfermen's Assn.

FROM *The Capital*

Rules Men Called. Kept Waiting, Must Be Paid

Employers who call men on their waiting lists to report for work at a definite time and then keep them waiting until they actually start on the job, must pay such men wages from the time they report under a ruling by the wages and hours administration, according to Tom O'Malley, N.L.R.B. regional director, who spoke at a recent meeting of the Milwaukee Federated Trades Council.

Mr. O'Malley stated that waiting time must be figured as part of the work day and if the employer requires the waiter to work a full day on top of his waiting time, the extra time involved must be paid for on a time and one-half basis.

Right to Examine Pay Records Upheld

Refusal of the Supreme Court to review a case involving Montgomery Ward & Co., in which the company challenged the right of the Government to subpoena payroll records, is regarded by the wage-hour administration as validation of the division's practice of making routine inspections of all payroll records of covered employees.

Section 11 of the Fair Labor Standards Act empowers the administrator to "enter and inspect" payroll records in employer establishments and the division, in view of the Court of Appeals decisions in Chicago, insists that its practice of inspecting records of all employees of a covered firm engaged in interstate commerce, whether or not complaints have been filed, has been upheld.

3-Point Program to Combat Trade Barriers

Advocating a 3-point program for combating the harmful effects of interstate trade barriers, Paul T. Truitt, Chairman of the Interdepartmental Committee on Interstate Trade Barriers, has urged removal of such impediments to the free flow of commerce, in the interest of efficient national defense.

He suggested the following program:

1. Refer all known individual trade barrier cases to some co-operating agency for solution.

These agencies include the 33 District and Cooperative Offices of the Bureau of Foreign and Domestic Commerce, the Council of State Governments in Chicago, and the Interdepartmental Committee on Interstate Trade Barriers in Washington.

2. Observe bills introduced in State legislatures, the national Congress and in local government councils. Publicize the harmful effects of these bills on the free flow of commerce and file protests with proper local, state or federal officials.

3. Promote study and dissemination of educational material in individual communities regarding the socially and economically disruptive consequence of the doctrine of economic isolation.

Pointing out that the present need for removal of trade barriers is accentuated by the Nation's preparedness program, he said:

"Today as the United States is forced to engage in a preparedness program of unprecedented size, it becomes more important to remove interstate trade barrier laws with their resulting drag upon the operation of our domestic economy.

"Certainly, under present circumstances we cannot produce the raw materials, finished products and services required for maintaining normal civilian, plus defense activity, with maximum efficiency and speed if the States continue to surround themselves with trade walls of various sorts."

Some progress is being made in the field of interstate trade barriers, Truitt said, since during the bi-annual legislative year of 1939-40 in which the legislatures of all States were in session, very few new trade barrier laws were passed. However, he added, a classification of all state laws and administrative rulings having the effect of trade barriers will show over 3,000 laws which create or tend to create barriers to the free flow of commerce between States.

Defining the scope of trade barrier enactments, he classified trade barrier laws into the following 4 types:

1. Laws which on their face discriminate unfairly against out-of-state enterprise.
2. Laws which on their face are non-discriminatory but which dis-

criminate against out-of-state enterprise in practice.

3. Laws applying to residents and non-residents alike which, if encountered in several States, impose a cumulative burden amounting to a trade barrier.

4. Laws which become trade barriers by virtue of unfair discriminatory administration—Butler.

Overtime Evasions Illegal

Continuing to pay the same salary to workers for a 42-hr. week after Oct. 24 is a violation of the Fair Labor Standards Act, even though the employer makes a show of compliance through bookkeeping manipulations, according to Colonel Fleming, Administrator of the Wage and Hour Division, U. S. Dept. of Labor.

On Oct. 24, the standard work-week was reduced to 40 hrs., after which overtime at time and one-half the regular rate of pay had to be paid.

Colonel Fleming pointed out the illegality of adopting a bookkeeping rate for the purpose of the overtime provisions of the Wage and Hour Law and a different rate for actual payment.

"The Act requires that overtime must be paid at the rate of time and one-half the 'regular rate' of pay at which the employee is employed," Colonel Fleming said. "Time and one-half must be paid upon the rate at which the employee is actually employed and paid, and not upon a fictitious rate which the employer adopts solely for bookkeeping purposes."

These practices are violations of Sec. 7 and as such will subject the employer to the penalties prescribed in the Act, Colonel Fleming warned.

Position Wanted

Warehouse executive, with 20 yrs.' experience in merchandise and cold storage. Experience in management, operating and solicitation. Many personal acquaintances among national distributors.

Presently employed, but desirous of changing location. Seven years with present company in executive capacity.

Address Box H-758, care DandW,
100 East 42nd St., New York

IN THE *Cold Storage* FIELD

Warehousing a Hide Surplus Accumulated for Political Reasons

IN the present national emergency, warehousing of certain commodities including hides may expand for international political reasons. With the United States seeking by every means "solidarity" with Latin American neighbors, there is increasing political pressure to absorb certain of their surpluses that formerly went to Continental belligerents, now on "the other side" of the British blockade. So, it is not beyond the range of possibility that Americans may find themselves accepting products such as surplus hides for political reasons rather than good economics. These might be eventually consumed or re-exported when conditions become favorable.

Argentina, as an example, is one of our most difficult neighbors to cultivate and is a great cattle-raising Nation. Not long ago, there were political rumblings about Argentine beef consumed by our military and naval establishments, instead of the home-grown product. Nevertheless, international relations being what they are, we may find ourselves taking more of this commodity in the future, especially if international loans are to be amortized or barter arrangements become essential to maintenance of trade. In such a case, there would doubtless be more good hides awaiting a market, no longer open to the beef producing Nations. It has been suggested with considerable justification that Argentina will not soon have a hide surplus because of difficulties in selling enough export beef. This is undoubtedly true, but it is also true that cattle cannot be permitted to live "forever" and still provide good beef and hides.

7 Warehouses

Now, with customary hide-warehousing methods, such a hide surplus from abroad might find its way into tannage too soon for market stability, or else it would begin to represent an increasing loss from deterioration while in storage. However, a little more than 15 yrs. ago, refrigerated warehousing of "green" and also dried hides and skins was introduced in the United States. Today, there are 7 accredited warehouses in the country handling all kinds of hides in mechanically regulated temperatures and humidity. Under refrigerated conditions, it has been found that hides may be held indefinitely and without the normal tendency to deteriorate from bacterial and other causes. So, if refrigerated warehouse space were sufficient, a surplus of hides accumulated for political reasons should cause no serious dislocation of markets. They could be held in cold storage indefinitely or until the tanners needed them in the normal course of providing leather for military and civilian purposes.

Present refrigerated warehouses for hides are distributed with 2 each in New York and Chicago and 3 in up-State New York, at Medina, Middleport and Lyndonville. The New York warehouses carry a considerable stock most of the time of foreign hides, especially from Argentina, which produces among the best hides from South America.

Refrigerated storage of hides was introduced commercially about 1924. In the early 1920's the late Fred W. De Horst experimented with cold storage in

a rented basement in the old Fort Green market in Brooklyn. Several years later he became associated with Butlers Warehouses in Brooklyn and installed refrigeration equipment.

Refrigeration

Although it would superficially appear merely a matter of maintaining a certain regulated temperature, hide storage under refrigeration is not simple. Men experienced in the business, whose families have been warehousing hides for generations, point out that there are many tricks of the trade, and the warehouse not equipped with complete knowledge of hide handling may find itself with more complaints and lawsuits than hides at the end of the first year. Until quite recently, refrigerated hide warehousemen have been unwilling to disclose even the general methods they use in keeping hides. This need of specialized knowledge suggests that in the event of any large national accumulation of a foreign hide surplus, existing refrigerated warehouses might be extended in storage space or the limited number of men with long experience in the methods could be retained for supervision.

In present practice, hides are usually turned over to the bonded warehouse, tied in folded bundles of one or more hides each. These are stacked in tiers, about 3 high, after which a wooden frame or cribbing is inserted to provide for air circulation. Temperature is maintained at just above freezing, ranging as a rule from a minimum of 32 deg. to a maximum of 36 deg., Fahr. There is humidity control with slightly greater moisture in green hide sections than in dry hide and skin departments of the warehouse.

Most of the better grade Argentine and other hides are carried in bonded warehouses, unless sold for direct tannage on arrival. While hides come into the port of New York from Nigeria and other parts of Africa, British India, China, Java, Brazil, Paraguay, Uruguay and Argentina, only the hides from Uruguay and Argentina meet the rigid requirements for quality laid down by the New York and Chicago Commodities exchanges. Hides to be offered for sale on these exchanges must be sold from refrigerated and Government bonded stocks. The commodities exchanges, following inspection for grade, will certify hides in such refrigerated storage for 2 yrs., and, thereafter, will re-certify, following satisfactory inspection yearly. The Government will bond the hides for a straight 3 yrs.

Deterioration

It is claimed by refrigerated warehouse men that where tanners purchase stored hides not under refrigeration, it is generally necessary to estimate normal losses from deterioration. But there is no change in the refrigerated product. This, of course, represents a saving and is indication that surplus stocks of hides might be carried without loss until needed in the normal course of industrial or export trade. Occasionally, the

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Factories ON THE MOVE

STEVENS CANDY KITCHEN, INC., Chicago, is erecting a \$200,000 plant at 611-635 No. Sacramento Blvd., that city. With a floor area of 43,625 sq. ft., the new building will provide adequate modern facilities not possible in the present outgrown plant at 469-481 Milwaukee Ave. The new quarters, when completed early next year, will represent the 5th expansion of this concern since it was started by Julia C. Stevens, with 3 employees, 20 yrs. ago. Today the payroll numbers 150.—*Slawson.*

Alice Home Hospital, Lake Forest, Ill., plans construction of a large institutional building to cost \$400,000 in that suburban Chicago community. When finished, the present hospital quarters at 699 East Deerpath Road, will be vacated.—*Slawson.*

Charles Bruning Co., Inc., Chicago, manufacturer of printing machinery, drafting and engineering equipment, is erecting a \$278,000 plant at 4700 Montrose Blvd. When completed next Spring, activities now conducted at 3 widely separated localities in Chicago will be consolidated in the new establishment.—*Slawson.*

Republic Steel Corp. announces immediate expansion of warehousing facilities at its South Chicago, Ill., wire mill, where a one-story structure, measuring 250 by 160 ft., will be constructed to provide additional space. Other enlargements and improvements are also under way at Republic's various units in Cleveland, Youngstown and Canton, O.; Gadsden, Ala., and Monroe, Mich.—*Slawson.*

Linde Air Products Co., a subsidiary of Union Carbide & Carbon Co., has purchased a 100-acre tract of land in East Chicago, Ind., where construction of a new plant is planned. The development is said to represent an investment of about \$600,000.—*Slawson.*

The Detroit Rex Products Co., manufacturer of industrial solvents and dry cleaning preparations, has opened a Chicago warehouse and office at 1166 West Cermak Road. Formerly, the office was located downtown and public warehouses were used. S. B. Crooks, regional manager, announced that a similar program has been planned for acquiring new facilities in other midwestern cities.—*Slawson.*

Sealright Pacific, Ltd., will manufacture in Los Angeles, Cal., the tamperproof Sealon milk bottle closure, Bulkans and other items, formerly produced in Fulton, N. Y. A new plant at Rio Vista and Soto Sts., costing about \$400,000, will be ready about Dec. 15.—*Herr.*

Bell Aircraft Corp.'s new 300,000-sq. ft. assembly plant at Niagara Falls, N. Y. will be completed sometime in February, 1941. The cost will be \$1,050,000. Four monorails, each equipped with hoists of 2-ton capacity will be provided and also 4 belt-type floor conveyors.

American Can Co., New York City, has bought land in San Diego, Cal. to be used as a site for a warehouse, 200 by 300 ft. Construction will start in January.—*Herr.*

War Dept. contemplates building a warehouse and air freight terminal at Los Angeles, Cal. Municipal Airport. Preliminary plans call for a 3-story, reinforced concrete building, 202 by 163 ft., to cost \$100,000.—*Herr.*

Sprague, Warner & Co., Chicago wholesale grocery house, will erect a \$1,000,000 warehouse at Sacramento and Franklin Blvds., Chicago.—*Slawson.*

J. J. Tourek Mfg. Co., Chicago, ball joint and screw machine products, will move its plant on 20th Street to 49th Pl. and 16th Street.—*Slawson.*

LaSalle Steel Co., Chicago, under its \$43,000 expansion program at the Hammond, Ind. plant, will among other things construct a warehouse.—*Slawson.*

Die Cast Corp., Pasadena, Cal., will construct a 20,000-sq. ft. plant at Glandale, where approximately \$150,000 will be spent. T. W. Warner is president.—*Brouthers.*

Mead Johnson & Co., Evansville, Ind., will construct a one-story branch factory at Torrance, Cal. Company now has sales offices in Los Angeles.—*Brouthers.*

United Carbon Co. will build a 12-story plant at Charleston, W. Va., to cost more than \$200,000 with equipment.

High Standard Mfg. Co., New Haven, Conn., automatic pistols, drills, etc., will build a 100,000-sq. ft., one-story plant at Hamden, Conn., for production of machine guns and parts for Government. Costs close to \$500,000.

Cranston Arms Co., Cranston, R. I., recently organized by officials of Universal Winding Co., Cranston, textile products, will take over mill property of parent company for manufacture of automatic rifles. Equipment will be installed for employment of about 300 people. Plant will be ready early in 1941.

Continental Can Co., 100 E. 42nd St., New York, has acquired about 15 acres on No. Broadway, St. Louis, for new plant for storage, distribution and other services, etc. Cost close to \$1,000,000 with equipment. Company is now operating a St. Louis plant at 5221 Natural Bridge Ave.

Curtiss-Wright Corp., 30 Rockefeller Plaza, New York, has taken over tract at Port Columbus, Columbus, Ohio, for branch plant for production of military aircraft. Cost about \$10,000,000 with equipment.

Glyco Products Co., 148 Lafayette St., New York, chemicals, has approved plans for new building in Brooklyn, to include administrative, research laboratory and manufacturing divisions.

Aeroproducts Div., General Motors Corp., Dayton, Ohio, will build a new plant near municipal airport to cost over \$500,000 with equipment.

Atlas Powder Co., Delaware Trust Bldg., Wilmington, Del., will build a plant at Weldon Springs, near St.

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THE PARADE OF

New Products

CORRUGATED Kraft Containers, Inc., subsidiary of National Container Corp., Jacksonville, Fla., has taken a 10-yr. lease on 62,000 sq.ft. in Terminal Bldg. "C" of Port of Oakland, Cal., property. Occupancy is scheduled for Jan. 1, and machinery and fabricating equipment is reported on the water en route. Lease price is \$93,885 for the 10-yr. term, which with added lease terms of office space will run it close to \$100,000. Lease carries option within first 2 yrs. of adding either an additional 31,000 or 62,000 sq.ft.

Karo syrups are now being packed in fluted glass containers by Corn Products Refining Co., New York. The container holds 1½ lbs. of syrup and is closed with a lined screw cap.

Vegetable juices, either celery, carrot, beet, parsley and spinach, are fast receiving public recognition. Informed estimates of the total pack of these juices is placed at 500,000 cases. Thus, it would run around 5 per cent of the total tomato juice pack. About 200,000 cases of these new juices are packed on the Pacific Coast.

Seventy-nine soap manufacturers, believed to make 9/10ths of the total U. S. production, reported deliveries of 2,014,748,562 lbs. during the first 9 mos. of this year. The value was \$198,866,556; this was 4.7 per cent under the same period of 1939, but higher than in 1938, 1937, 1936 and 1935.

Blueberries from Newfoundland have been placed in cold storage at Buffalo, N. Y. Ninety tons of the frozen berries were unloaded from the motorship Seneff.

Welch Grape Juice Co., Westfield, N. Y., recently shipped 33 cars of grape juice to New York City. Large shipments are being made to all parts of the country.

A Date Nut Spread for the consumer and a Date Nut Delight for the ice cream manufacturer have been placed upon the market by the Garden of the Setting Sun, Mecca, Cal. The company has also brought out a new La Fiesta line of dates and date products for the holiday trade.

Pine Brothers, Philadelphia, is introducing Vita-Mint, 10-cent candy roll, containing 4 essential vitamins. The company recently introduced Alka-Aid, a 10-cent acid tablet.

Eastern Sugar Associates of Baltimore, will build a plant, to cost about \$85,000, to refine sugar for Puerto Rican consumption. This is included in the expenditure of about \$450,000 during the current "dead" season planned by the organization for modernization of equipment, etc.—*Ignace*.

C. D. Kenny Co., Baltimore, Md., wholesale grocers, will market a line of canned fruits, packed under its own label by Schuckel & Co. and the U. S. Products Corp., California canners.—*Ignace*.

C. Ballantine & Son, Newark, N. J., brewers of ales and beer, has established a Baltimore, Md., branch in the Consolidated Cold Storage Bldg., pending the construction of a new warehouse and branch plant.—*Ignace*.

Kofa Kola, a new beverage product which its makers hope will stand along with coffee and tea is being introduced to the market by the Kofa Kola Co., New York City. The product, made of Kola extract, vanillin, coumarin and sugar, is added to hot water. A 3-oz. bottle, retailing for 10 cents, makes 6 cups of the drink.

National Aniline & Chemical Co., Buffalo, N. Y., plans construction of a new manufacturing building and research laboratory, to be completed early in 1941.

Economics Laboratory, Inc., headquarters in St. Paul, Minn., cleaners and floor wax for industrial and household use, has taken a unit of about 30,000 sq. ft. in the Newark Tidewater Terminal, Newark, N. J.

National Gypsum Co., Buffalo, N. Y., has embarked upon a program looking toward the manufacture of all major items required in making its own products, M. H. Baker, stated recently in commenting on the purchase of the Windsor Paper Mills, Inc., at an approximate cost of \$200,000. The new plant will produce all of the paper used on gypsum lath manufactured by the 5 Eastern board mills of the company. Most of the pulp used is obtained from discarded paper containers. National Gypsum has received an order from the Government for 1,000,000 ft. of gypsum board in addition to a previous order for 5,000,000 ft.

Hickok Chemical Co., formerly of Detroit, has moved its office and laboratory to 4236 So. Calhoun St., Fort Wayne, Ind. Firm makes dermatological products.—*Kline*.

Glaze Laboratories, Salt Lake City, has opened a branch plant at 8632 So. Main St., Los Angeles, Cal., for production of liquid wax, a paste and household cleaner.—*Brouthers*.

American Maize-Products Co. has developed what may provide a solution for the increasing shortage of imported olive oil. It has a patented process under which the flavor and aroma of olive oil is imparted to domestic corn oil. Olive meat in the form of macerated olives or olive paste is infused in refined corn oil. This is followed by filtering out the undissolved oil solids with a resulting transfer of olive flavor and odor to a greater degree than can be attained by any mixing or blending process, it is stated.

P. Lorillard Co. will introduce a new cigaret of the king size. No indication has been given as to the brand, but it is believed that Deities, rather than Old Gold, may be involved.

A record sales volume of electric refrigerators has been rolled up since prices have been slashed. The first 8 mos. of this year show world sales, by all U. S. manufacturers, of 2,391,000 units. If this rate of increase holds for the remainder of the year, 1940 sales should total around 2,850,000 units. This would be a gain of 14 per cent over the 2,500,000 units sold in the record year of 1937, and would compare with 2,085,-

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Motor TRANSPORTATION

Keeshin Places Trucks in Leading Defense Role

MOTOR transportation is destined to play a vital part in national defense, in the opinion of J. L. Keeshin, president of Keeshin Freight Lines, Inc., Chicago.

Should the occasion ever arise, he declares, both trucks and busses can serve this Nation by handling supplies and materials, as well as transporting troops to any point on either the East or West coast. His remarks were delivered in an address at the recent Chicago convention of the National Poultry, Butter and Egg Assn.

Mr. Keeshin referred to conditions existing in the transportation field during the first World War, when freight cars could not be obtained, even at a premium, and much merchandise was damaged due to inadequate transportation facilities and services.

"Should an emergency arise in the near future," he declared, "you must all feel confident, as I do, that, with this added transportation facility, transportation service will never again break down in this country during such a time."

As an example of what motor transportation can accomplish he cited China's long drawn out struggle against the Japanese.

"China neither had the rail facilities nor the highways we have here," said Mr. Keeshin. "After the enemy's early attacks this country of 400 to 500 millions had no railroads left and very few highways over which to distribute food properly and maintain the economic structure of the Nation. Motor trucks were the only possible means of transportation that could be brought into service to help. To attempt to build and equip new railroads was too costly, too slow and too dangerous to be even considered.

"China saw and recognized the flexibility of motorization. Although roads such as we build them here, were not available, it was possible in a very few months to prepare roads that were at least passable. In an unprecedented brief period a great fleet of 6,500 trucks was plying to and fro throughout China's vast interior and to and from the only seaports, those in French Indo-China and Burma, through which China was able to reach the rest of the world. It was motor transportation alone that during the winters of 1939 and 1940 enabled China to keep its life blood flowing."

The motor truck, he pointed out, is primarily an instrument of service in time of peace, but experience has proved its value in war time as well. Only by properly and constantly developing our peace-time use of motors for commerce and industry, he asserted, will we have the reserve availability of this

service if it is ever needed to protect national safety.

In his address, Mr. Keeshin reviewed the part motor transportation has played in distribution of poultry, butter and eggs. Motor transportation, he declared, has brought about many changes in marketing methods; has, among many other accomplishments, enabled the small town business man to expand by reaching more markets; has helped build small communities and has provided city markets with higher quality food supplies in shorter time at lower cost.

"The trucking industry," he continued, "is alert, progressive and constantly developing and it is only a question of a short time when additional improvements will be forthcoming."

"I realize that shippers using motor trucks today do not, in all cases, have the advantages that exist in our other forms of transportation, namely the railroads. The question of the issuance of order-notify bills-of-lading and the acceptance by banks of sight drafts is still a question not yet fully settled by all banks. The trucking industry has made considerable progress with respect to the responsibility and establishment of well organized motor transport units, with proper financial ability to meet all credit requirements.

"A plan for handling truck order-notify bills-of-lading by banks in identically the same manner as railroads order-notify bills-of-lading are now handled is now in the making and will, undoubtedly, within a short period of time, be an additional facility which truck lines will be in a position to offer and which up to the present time has brought about some difficulty.

"The question of establishing by tariff, proper storage-in-transit rates by truck has not as yet been fully developed. This, also, is being experimented with today in certain sections and I feel confident that shortly the poultry, butter and egg industry will be in position to receive equally the same benefits through storage-in-transit via motor truck as you do by rail.

"Joint coordination of service between rail and the motor truck transportation industry as a whole is needed and will be developed. Considerable lack of cooperation and much mistrust has existed between them. Today that feeling has been partially removed. I know that there is now in the making a movement for co-operation by establishment of joint rates and tariffs between truck lines and the railroads between the middle West and the East coast. This will give the shipper opportunity to use the fastest available facility at the lowest cost possible."—*Stanton.*

Forwarder Tariff Order Effective Dec. 11

The I.C.C. has postponed from Oct. 31 to Dec. 11 the effective date of its orders in Ex Parte MC-31 and No. MC-2200 requiring cancel-

lation of tariffs naming joint rates between forwarding companies and motor carriers. The postponements will probably continue until Congress has disposed of the question of Federal regulation for the freight forwarding industry.

A brief "stop-gap" bill was passed in October by the House but was blocked at the doors of the Senate by Senator Clyde Reed (R. Kans.), who based his opposition on the fact the bill would provide only temporary regulation, expiring Aug. 1, 1941.

Both forwarding and motor carrier interests have sought postponement by the I.C.C., in the absence of Federal regulation, to preserve the joint rates. The I.C.C. more than a year ago ruled that forwarders are not carriers within the meaning of the law and their tariffs, therefore, should be stricken from I.C.C. files.

Court action served to stay the orders for a while and, following Supreme Court approval of the I.C.C.'s ruling, the orders have been postponed by the Commission itself.

Truckers Aided by Profit Tax Change

An amendment to the social security act which was enacted at the request of the American Trucking Associations, Inc., as a rider on the excess profits tax bill passed by Congress has been explained in a statement from the Bureau of Internal Revenue. The amendment was designed to prevent threatened double taxation on motor carriers and other small businesses under State and Federal social security laws.

Attention is called to Section 701 of the recently enacted second revenue act, and it is pointed out that this section is of particular interest to employers who failed to pay their contributions to State unemployment funds for 1936, 1937, 1938, and 1939 in time to entitle them to credit against the Federal unemployment tax for those years.

The amendment provided a 60-day extension beyond the date of the bill's enactment for claiming credit under the Federal social

security act for social security taxes paid to States for the calendar years, 1936 to and including 1939.

Time within which credit could be claimed had expired and due to a changed interpretation of the Federal law many companies faced the prospect of having to pay the full Federal social security tax of 5 per cent in addition to the State tax of 4½ per cent.

The trucking industry probably would have suffered more than other industries, since numerous companies employing owner-drivers, which is a widespread practice in the Middle West, had failed to pay the taxes on the assumption that the law did not require them to do so.

The Bureau of Internal Revenue points out that Section 701 of this amendment provides "that if contributions for 1936, 1937 or 1938 are paid to the State on or before Dec. 6, 1940, the amount of such contributions will be allowed as credit against the Federal tax for those years. The amount of such credit, however, may not in any case exceed 90 per cent of the tax against which it is applied.

"Under the law, as it existed prior to the enactment of this section, credit against the tax for the years 1936, 1937 and 1938 was allowable only if the contributions for those years were paid prior to Oct. 9, 1939.

"The section also provides that employers may receive credit against the Federal unemployment tax for 1939 if the contributions for that year are paid to the State on or before Dec. 6, 1940. The amount of such credit, however, will be limited to 90 per cent of the amount which would have been allowable as credit had the contributions been paid on or before the date fixed for the filing of the employer's return for such year. The date, unless otherwise extended, was Jan. 31, 1940."

It was also pointed out that in many instances, "employers of 8 or more, who are denied the credit because of late contributions, have filed claims for refund or abatement."

Million Dollar Profit for U.S. Truck Lines

United States Truck Lines, Inc., of Delaware, has reported net profit of \$1,106,026, equal to \$2.01 a share, after allowing for income taxes at the rate of 24 per cent, for the first 9 mos. of 1940. This compares with net profit of \$869,039, or \$1.58 a share, for the first 9 mos. of 1939. Current assets of \$2,944,000, including \$2,200,000 cash, compared with current liabilities of \$763,000, a 4-to-1 ratio.

Dividends of \$1 regular and 75 cents extra were voted in 1939. Thus far in 1940, \$1 a share has been paid, indicating that another year-end extra is probable—Kline.

Manual of I.C.C. Rules for Truck Drivers

The National Council of Private Motor Truck Owners, Inc., has prepared and made available for drivers of private motor truck owners operating in interstate or foreign commerce a 26-page, pocket-size pamphlet, entitled "Rules for Drivers," containing the I.C.C. regulations affecting drivers and instructions for use of the driver's daily log.

\$5 Mover's Fee at Elizabeth, N. J.

An ordinance which would require commercial movers to pay annual license fees and persons moving from the city to obtain permits was introduced Nov. 8 in the City Council of Elizabeth, N. J., and referred to the City Board of Works.

The proposed municipal ordinance would require annual payment of a \$5 license fee by movers plus \$1 for each truck in operation. Household holders would be required to give 24 hrs.' notice before obtaining a moving permit. During the interim, an investigation would be made to determine whether their personal taxes were paid.

Moving on Sundays and 6 legal holidays would be prohibited, except in emergency cases. A \$25 fine or maximum jail sentence of 30 days would be provided for violation. Under an amendment, movers would be required to pay the amount of personal taxes due in cases where persons move without permits. Another amendment would require movers to post a bond.—Jones.

Cal. Van Operators Want Enforcement

Asserted lack of enforcement by the State Railroad Commission which is claimed to be having a demoralizing effect on the industry, and proposals for controlling a prevalent trend toward overcrowding by means of restrictive legislation are currently engaging the attention of the California van and storage industry.

Active in efforts to solve the problems of the industry is the United Van & Storage Assn., of which Robert Renner of the Fidelity Van & Storage Co., Los Angeles, is president, and Harold J. Blaine, Los Angeles, executive secretary.

The association has had a special 7-man committee on enforcement

for some time, composed of Frank Payne, Lyon Van & Storage Co.; Herb Holt, Bekins Van & Storage Co.; Robert Renner, Fidelity Van & Storage Co.; L. H. Bates, Bates Transfer Co.; Carl Lind, Washington Van & Storage Co.; George Pace, Deluxe Moving & Storage Co.; and James Baumgardner, Dollar Van & Storage Co.

The committee and others met recently with the CRC in Los Angeles to urge more stringent enforcement of regulations.

Summarized, the committee's contentions and the Commission's responses at the meeting were:

1—The UVSA committee charged: 1—Lack of enforcement; that the industry is becoming demoralized through lack of enforcement and is overrun with "chiselers," with the CRC doing nothing about it; also charged was failure on the part of the CRC to enforce compliance orders, such as proper freight bills, etc.

2—Inadequate investigation; that investigators are not available when actually needed and that investigators lack designated authority to prevent violations.

3—Failure to prosecute cases: the committee complained that a majority of cases are "whitewashed," and that too great an elapsed time exists between complaint and hearing; that the Commission fails to hold hearings on bona fide cases.

CRC responses to the charges were:

That the Commission averages 250 complaints per month, 50 per cent of which are household goods cases, and is spending half its time with such cases; that the usual procedure is to notify the operator of the violation and check on him 30 days later, with citation following failure to comply; that the budget will not permit extension of the Commission's facilities; that investigators have no power to make arrests; that only 15 per cent of complaints filed prove to be actual violations; and that all bona fide cases are acted upon when brought to attention of the Commission.

The UVSA committee thereupon recommended that a special investigator be assigned to the van and storage field; that fines be imposed instead of "Cease and Desist" orders; that less time be allowed between complaint and hearing; and that investigators be vested with sufficient power to prevent violations when facts are definite.

In the matter of the latter recommendation, the Commission suggested amendment of the State law to give the CRC more power. Commission members pointed out that the greatest problem confronting both the industry and the Commission is the lack of power to restrict new operators from entering the van and storage business. Discussion on this point disclosed that there are some 8,000 operators in California, with an average of 500 coming in and 500 dropping out each month. This high degree of transiency, the Commission asserted, creates many hazards and complications of enforcement.

Testimony presented at the hearing revealed that another factor of disturbance in the industry is underestimating. Operators, it was

testified, persist in underestimating jobs and then are inclined to blame the Commission for having to charge the rates then prevailing. This, it was pointed out by the Commission, leaves an impression of high rates with the public, and reflects upon the Commission as well as the industry. Consensus of the UVSA enforcement committee was that the practice should be discouraged immediately.

Henry Kearney, executive-secretary of the League of Highway Carriers, told the Commission that considerable rate violation is being practiced by operators in the Los Angeles area. He stated it to be his belief that it was common practice for operators in 1939 to quote larger vans at smaller van rates; or \$4 per-hour vans, for instance, at \$3.50 per hour. He stated that it was the exceptional operator who did not violate the minimum rate order.

A subsequent general discussion of public convenience and necessity as a means of eliminating the unwanted and unfit operators culminated in a recommendation by Commission members for enactment of a State law to limit the number of operators on the basis of "public interest" instead of on "public convenience and necessity," as provided for in a bill submitted at the last session of the State Legislature, which was side-tracked because of the volume of other truck and rail discussion.

Warren Brown, director of transportation for the CRC, suggested the Commission be allowed to prepare and propose a bill for consideration at the next session of the legislature. He indicated his intention of calling into a hearing the truck and rail interests to support the measure.

Executive secretary H. J. Blaine of the United Van & Storage Assn., reported that the organization's enforcement committee is already active in sponsoring legislation for stabilizing the industry and regulating the indiscriminate influx of new operators. In pledging the association's support to the CRC in preparing such a bill, Mr. Blaine declared the UVSA is hopeful of having a prerequisite of education made a basis for licensing new operators, or incorporating in a State law some other form of restraint against overcrowding the industry.

Proposals for new legislation, as advanced by Mr. Brown and Mr. Blaine and others, were opposed by executive secretary Kearney of the League of Highway Carriers, on the ground that it is part of a "... movement to suppress competition by means of additional regulations and a trend to eliminate the number of highway carriers now in business and prevent

others from entering the business."

A bulletin issued by Mr. Kearney after the close of the hearing stated:

"The movement is one of direct and indirect elimination. Under the ruse of preventing additional operators from entering the highway transportation business by means of legislation, those already in the business shall be eliminated by the same terms and conditions over a period of years. The business thus created will be absorbed by those lawfully allowed to remain in the field."

Mr. Kearney's bulletin set forth that the trend is "to whittle down to extinction the number of operators running between points in the State and consolidation of such created business into the facilities of those having prior operating rights."—Herr.

Cal. Truckers Hit by Tax Decision

Trucking companies of California may be subject to payment of between \$500,000 and \$1,000,000 in deferred taxes as the result of a decision handed down by Superior Judge Peter Shields of Oakland.

An action for refund of taxes was instituted in 1939 by George J. Fraties, Oakland motor vehicle operator, with the Board of Equalization and the State Attorney General approving his demand on the Board of Control. Fraties contended that exemptions should be granted to trucks operating both within and without incorporated areas. The ruling handed down by Judge Shields in October of this year held neither class was exempt.

Immediate reaction of the ruling was a notification by Finance Director George Killion, chairman of the State Board of Control, that the decision would result in audits of accounts of several thousand transportation firms.—Herr.



Mack's New Diesel Engine

A Bigger Mack-Lanova Diesel Engine

To meet demands in the heaviest hauling field, Mack Trucks, Inc., is now announcing production of the new model END-605 Mack-Lanova Diesel, a new and larger edition of the model ED.

Similar in design and principle

to the 519 cu. in. model ED, this new Diesel has a piston displacement of 605 cu. in. and bore and stroke of 4 1/4 in. by 6 in. It operates at the same maximum speed of 2,000 r.p.m. as the smaller ED and develops 144 h.p. at that speed. Maximum torque at 1,100 r.p.m. is 455 lb. ft.

Mack now has a Diesel engine of sufficient horsepower to meet the heaviest hauling needs, and which will also do the job efficiently and with the greatest economy. In actual delivery of horsepower without smoke and without wrecking the engine, Mack claims that this new engine will develop more horsepower than other engines of the same or even greater displacement. Likewise, the pulling power of this engine is claimed to be greater than that of other engines of its size or even larger, since its greatest torque is delivered at the usable speed of 1,100 r.p.m.

Some of the reasons why this new Diesel produces full rated power without smoke may be thus enumerated: The Lanova energy cell in combination with Mack's combustion chamber design, as used in this engine and all Mack Diesels, offers thorough combustion and great tolerance for different fuels. Highgrade pistons, rings, valves, and liners in these engines resist wear and heat better and longer. Permafit exhaust valve seat inserts endure indefinitely and prolong valve life. Valves are firmly-guided and close accurately and evenly. Cylinders, which are of heat-treated alloy do not distort, and gaskets stay tight because of multi-studded and deep-section heads.

Other features include long-shank nozzles which may be cooled better, a Mack Synchrovanee injection timer which reduces shock at low speeds, and a flange-mounted injection pump with fully-enclosed tamperproof direct-gear drive which prevents tinkering. The injection pump is a self-contained multiple-unit, protected against maladjustment in the course of ordinary engine maintenance. Full scavenging and low pumping losses are effected by valves which open directly into the combustion chamber.

3 New Reo Models

Three new models have been added to the line of motor trucks manufactured by Reo Motors, Inc., Lansing, Mich. Increased production facilities, it is claimed, enable immediate deliveries of these, as well as other models of Reo's 1941 line.

One of the new units, with gross rating of 22,000 to 30,000 lbs. and powered by Reo's Gold Crown 404

cu.-in. engine, is designated as the "Motor Carriers Special," designed specifically for the hard grind of long-haul service. This is available in tractor wheelbases from 120 in. up.

Two other models, having gross ratings of 35,000 to 40,000 lbs., are powered by the Gold Crown 310 cu.-in. engine. Both have 4-speed transmissions with auxiliary over and under-drive. Rear axles are double-reduction type. All Reo models from 2½-ton up are available with full Westinghouse air brakes—hydraulic brakes standard.

Major features claimed for these heavy-duty models are: Easy maneuverability; an increase of 18 to 20 in. in loading space on shorter wheelbases; rubber-mounted power-plant; heavy duty, full-floating rear axles and drop-forged Spoksteel wheels.

Transport Co. Merger Denied by I.C.C.

The Interstate Commerce Commission, in unanimous agreement, has denied the application of the Transport Company, of New York, recently organized holding company, for authority to organize a vast Eastern trucking combine.

The company proposed to organize a corporation capitalized at about \$25,000,000 to acquire control of approximately 30 companies, including trucking concerns and affiliates.

Joseph B. Eastman, I.C.C. chairman, refused to divulge the reason the Transport Company's petition had been denied, but said it would be stated in a full report to be issued in the near future.

On the request of the holding company, which held options expiring Nov. 15, the Commission handed down its decision on that date, but had not time to complete its report, Eastman said.—*Manning*.

I.C.C. Approves Truck Merger in West

The consolidation of the operating rights of Conyes Freight Lines with the Pacific Intermountain Express of San Francisco and the Pacific Intermountain Express of

POSITIONS AVAILABLE

Bookkeeper, correspondent, dispatcher for moving storage company with general office experience.

State age, experience and salary expected. Also opening for aggressive, experienced solicitor for New York territory.

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100 East 42nd St., New York

Colorado has received I.C.C. approval.

A completely new firm will emerge, to be known as the Pacific Intermountain Express Co., with headquarters at the existing Conyes terminal, 7th Street, San Francisco.

All of the outstanding capital stock of Pacific Intermountain Express of Colorado, Inc., is owned by E. H. Heller of San Francisco, who now purchases the stock of Conyes Freight Lines for the sum of \$200,000, returning all advances made by Conyes stockholders, aggregating \$105,000 as of March 31, 1940, and paying \$30,000 interest. Following completion of this transaction, the merger will go through with the 2 Pacific Intermountain companies.

Major stockholders in the San Francisco company are M. D. Savage, E. A. Hills, W. B. Grummel and John Rasmussen. Plan is to issue 25,000 shares of common stock, half to Mr. Heller, the other half to Mr. Savage and his associates in proportion to their holdings in the California company. There will be also 4,670 shares of preferred stock, 1,670 shares of which go to the Savage Transportation Co. to cancel advances made by it to the California company, and 3,000 to Mr. Heller to take care of an excess of net assets of the Colorado company over those of the California firm.

This is the first important merger to be consummated in the far West since the demands of national defense took the stage, but there are many rumors of other possible consolidations and it is understood that considerable Eastern capital is available for such mergers.—*Gidlow*.

Fight Nev. Rail Competition Ruling

Truck operators in Nevada for some time have been fighting a ruling of the State's Public Service Commission to the effect that a trucking operator's permit may be revoked if his service makes too much of a competitive threat to a railway line. The case that is the

test for this ruling is known as the Ginochio case and involves a decision to the above effect by the Commission, followed by a sustaining decision of the Supreme Court of Nevada. At the plea of H. A. Harmon, secretary manager of the Nevada Motor Transport Assn., that court has now granted a rehearing. The Nevada association is fighting the case for the operators in that State and hopes eventually to have what it considered a discriminatory ruling killed.—*Gidlow*.

Broker Ruling on Sub-Haulers

On Nov. 7, the United States District Court in San Francisco ruled that when a trucker calls upon a fellow operator to furnish sub-haulers, this must be regarded as a brokerage operation and the second operator in the transaction must carry a broker's license. This decision is effective even where the sub-hauler does not deal with the shipper. The case that supplied the basis for this ruling was one in which the E. P. Roy Freight Lines, Oakland, were found guilty of brokering without authority from the I.C.C. On a plea of guilty, the court recommended a fine of \$900, of which half was to be suspended.

Because the sub-hauler in this case operated on a commission basis, and dealt with the first trucker, not with the shipper, the defendant did not regard the transaction as a brokerage operation, and maintained he was acting in good faith.—*Gidlow*.

Ariz.-Utah Trucking Shows Increases

According to figures of the Arizona State Highway Dept., described as approximate, that State's motor freight carriers have enjoyed a steady increase of hauling and dollar profits during the past 3 yrs. The department's figures follow:

1937	\$4,934,350.00
1938	5,035,366.40
1939	5,714,212.80

A similar increase, over a 5-yr.

Position Wanted

The services of an executive with rare administrative experience are available either to a large warehouse company or manufacturing concern.

Background consists of 30 yrs. experience in the operating management of a warehouse with complete knowledge of operating and handling costs. Will locate at any place.

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A well-known traffic representative with New York office is interested in representing motor carrier operators in the solicitation of business. Moderate fees.

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period, has been shown by Utah carriers. Figures compiled by T. E. Thain of the Public Service Commission of Utah, show that motor trucking revenue in that State has more than doubled in the last 5 yrs. Gross revenue earned in Utah, by both contract and common carriers, follows:

Year	Common Motor Carriers Intrastate	Contract Motor Carriers Intrastate	Total
1935	\$413,395	\$233,320	\$ 646,716
1936	523,985	531,914	1,055,899
1937	713,215	765,248	1,478,463
1938	737,043	650,504	1,387,547
1939	793,540	628,605	1,422,145

—Gidlow.

Hayes Terminal Moved

Hayes Freight Lines terminal in Columbus, Ohio, has been moved from the Edwards Transfer Co. building at 481 So. Front St. to part of the building at 46 E. Fulton St. W. E. Packer has become commercial manager of the Columbus branch. Construction of its own terminal is planned by the Hayes line next Spring.—*Kline*.

Cater Motor Freight in Merger

Petition of Cater Motor Freight system to merge with Spokane-Portland Fast Freight, Inc., has been heard at Spokane, before Robert R. Hendon, Washington, D. C., I. C. C. examiner.

Attorney C. P. Lund represented Cater Motor Freight. The petition asks that the Cater Co. purchase the 50 per cent of Spokane-Portland Fast Freight stock now owned by C. E. Cater and A. C. McNulty, who are also stockholders in Cater Motor Freight. The latter company now owns the other 50 per cent of the Spokane-Portland Fast Freight stock. A decision is expected by the I. C. C. within 2 mos.—*Haskell*.

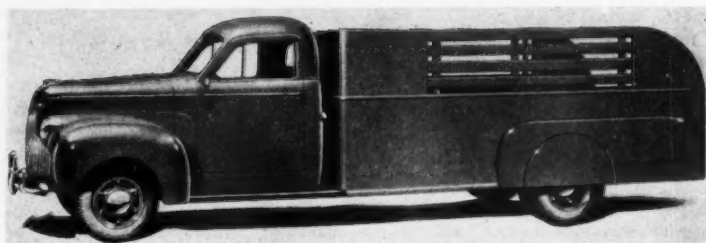
Manager Wanted

Large national organization of household goods movers has opening immediately available in New England territory for manager.

Must be capable of making estimates, experienced in sales work and the dispatching of trucks.

Excellent opportunity for steady position for right man.

Address full details, experience, etc., to Box G-647, care DandW, 100 E. 42nd St., New York.



The 1941 Studebaker standard truck, shown with a 12-ft. Deluxe stake body on a 152-in. wheelbase. Economy, maneuverability and low price are features of this new model

Studebaker 1941 Truck Line Announced

Following 3 yrs. of research and experimental engineering, the Studebaker Corp. is now putting into production a new line of commercial cars and trucks. Employing principles of design that have been applied to streamlined trains and to Studebaker's own Champion car—involving more payload per pound of chassis dead weight—the new line represents an interesting engineering achievement.

Driver vision has been increased; frames have been made heavier; horsepower has been increased to give greater flexibility; extremely low centers of gravity have been engineered into each model to add to sure-footedness and stability, and special attention has been paid to safety.

An outstanding feature is distinctive styling, emphasized by low-cooling grille treatment; hinged hood with hood lock inside the cab; Sealed-Beam headlamps mounted in the catwalk; and deeply crowned fenders which sweep low in the front.

A new all-steel 3-man coupe cab is used on all models. It is insulated against vibration, noise and temperatures. The cab has extra-deep adjustable cushions and seat back, instrument board with radio opening and large package compartment, rotary door latches, controlled ventilation, generous head and legroom and is Bonderized to prevent rust. The windshield has extra width for greater safety.

The front and rear fenders on the Coupe Express and the 120-in. wheelbase Standard Express are interchangeable—as are the right and left runningboards.

One of the important steps forward is the location of the engine and the front axle. This has resulted in shorter wheelbase, improved weight distribution, and increased maneuverability. At the same time, the cab to rear axle dimensions have been increased rather than penalized, giving all models a load center well in advance of the rear axle.

Studebaker offers at extra cost a



The all-steel, 3-passenger 1941 Studebaker truck coupe-type cab. It is insulated against noise and temperature. Seat back and cushion are adjustable. Doors are wide and have "non-slam" rotary door latches

de luxe equipment group including colored fenders and a number of items, such as radiator grille, radiator ornament, and body mouldings of stainless steel with radiant chrome finish. Chrome grille guard and bumper guards are also available.

Models in 3 capacities compose the new line. Of these, Studebaker is spotlighting the Coupe Express, a 113-in. wheelbase 2-purpose commercial car with a 6 ft. 6 in. express body, disc wheels and 6.00/16 tires. This unit follows in the footsteps of previous Studebaker Coupe Express models by featuring its availability for both passenger car and commercial car use. It has basically the Studebaker Champion engine of Gilmore economy run fame. Spare wheel, tire and tire carrier are standard, being located between the frame side rails at the rear.

Next is the Standard truck, designed for general hauling service or bulky but light loads. It is built in 3 wheelbases—120-in. for 8-ft. bodies, 128-in. for 9-ft. bodies, and 152-in. for 12-ft. bodies. Cast spoke wheels with 6.00/17 tires are stand-

(Concluded on page 44)

FROM THE **LEGAL** VIEWPOINT

Legality re Liability Limited on Damage, Etc.

LEGAL EDITOR, DandW: Please inform us regarding the legality of the enclosed form intended to relieve us from liability for damage to or loss of stored goods. We desire to limit our liability on a clause to which the owner agrees that the value of the stored goods does not exceed 10 cents per pound, and further that if the value does exceed this amount, the owner will declare the excess valuation and pay an additional one-tenth of one per cent of the total value declared. Is this legal?—**Keyser Storage and Warehouse.**

Answer: In the late case of *State 135 S.W. (2d) 364*, the court refused to hold a warehouseman's liability limited by a clause in the warehouse receipt which provided that the owner declared the value of each package to not exceed \$25, and the warehouseman would not be liable for more than \$25 per package unless the owner declared the excess valuation and paid a higher rate for storage. In this case, the warehouseman charged the usual rate and did not reduce this usual rate in consideration of the owner limiting his liability to \$25 per package.

In other words, there must be a contract with consideration in order that the owner of goods shall be bound by an agreement to limit the warehouseman's liability. Therefore, if the warehouseman charges the usual rate and states that the owner must pay additional or higher rates to secure full protection, there is no consideration and the owner is not bound by the limited liability clause. On the other hand, assume that a warehouseman reduces the regular rates for storage and the owner agrees to limit the warehouseman's liability in consideration of this reduction. The courts have held agreements of this nature to be valid, particularly if the owner has opportunity to pay a higher rate and obtain full protection against loss of or injury to his goods. Therefore, if you attempt to limit your liability by having the owner agree that the value of his goods is not more than 10 cents per pound and that he will pay a higher rate to secure additional protection, the contract, in my opinion, would be

held void for the above explained reasons. See *Hubbard, 93 Pac. (2d) 846*, in which the higher court held that a common carrier must have 2 rates—one the regular rate, under which the carrier's liability is unlimited, and the other, a

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lower rate under which the carrier's liability is limited. See following cases which involve all important variations of the law: *61 Pac. (2d) 510*; *177 So. 79*; *194 Atl. 772*; *177 N.E. 364*; *47 Pac. (2d) 134*; and *134 So. 535*.

Owner of Released Goods Threatens Suit

LEGAL EDITOR, DandW: About a year ago a man delivered to us certain furniture for storage. Sometime later a lawyer phoned us and asked whether we had in storage furniture for this man. We admitted that we did, and he advised us that this furniture did not belong to the man, but that his wife was the actual owner. A few weeks ago this man demanded that we deliver the furniture to him, and we did so because he held receipts. Now, we are threatened with a suit by the wife. Please give us the law on this.—**Hummel Storage.**

Answer: The latest higher court case involving this point of law is *State v. Terry, 135 S.W. (2d) 363*, the details of which were published in *DandW*, April, 1940, issue. If you had been fortunate to have read this report in the regular "From the Legal Viewpoint," you would have had advance information. In this case, a man named Terry stored furniture in a warehouse. He paid the storage rates for several months, as Mrs. Terry

was not in this city in which the warehouse is located. Later, when Mr. Terry failed to pay the charges, the warehouseman sold the goods. Mrs. Terry learned of this fact and sued the warehouseman for conversion. The court held the warehouseman liable and said that since Mr. Terry was not the owner of the goods, he had no right to conduct the business of paying the storage to the warehouseman. Other cases are on record which hold that the warehouseman is bound to know the true owner of goods sold to satisfy overdue storage charges. Of course, if the true owner performs any act by which the warehouseman is led to believe that another is the owner, then the situation is different and the warehouseman has legal rights in his favor. Other relevant cases are: *80 Pac. (2d) 153*; *281 N.W. 52*; *70 Pac. (2d) 670*; *94 S.W. (2d) 591*.

Time in Interstate Work Not Always Deciding Factor

LEGAL EDITOR, DandW: Not over 5 or 10 per cent of our work can be classed as interstate. We would like to know whether we are subject to the Wage and Hour Federal Law. We understand that at least 50 per cent of the work must be done by a firm, or it is not subject to this law. Are we correct?—**Cole Furniture and Warehouse.**

Answer: Of course, many important points of the law involving the National Labor Relations Act have not been decided by the higher courts. However, there is one late case, reported in October, 1940, *Hart v. Gregory, 10 S.E. (2d) 644*, in which the court held that the matter of how much interstate work is being done by a firm is not important. In this case, a person employed as a watchman also was instructed by his employer to keep water in the boilers at nighttime. The court held that since this man was "necessary" to the business of his employer, in that he kept water in the boilers of engines used in the plant, he was subject to the provisions of this National Wage Act. Also, this court held that since his employer was engaged in a certain amount of interstate commerce transactions, all employees

"necessary" to operation of the plant were subject to the law.

This court also explained that if the man had been employed as a watchman, he would not have been under the National Law because then he would not have been "necessary" to the interstate transactions, but since he fired boilers he was a "necessity."

Also, see *Santa*, 303 U.S. 453, in which the Supreme Court of the United States held that although a manufacturer's interstate business was only 37 per cent of his total business, he was under control of the National Labor Relations Act. But, of course, employees whose work was not a "necessity" to the carrying on of the interstate business, were held not to be subject to the law.

No Replevin Suit Needed to Take Over Property

LEGAL EDITOR, *DandW*: Recently, we had a discussion regarding the rights of the holder of a chattel mortgage to take possession of mortgaged property without filing a replevin suit. We maintain that it cannot be done. Please cite late case.—*Whitton Warehouse*.

Answer: Generally speaking, any and all agreements made between the mortgagee and the mortgagor are valid and binding. Therefore, if the mortgagor has contracted to permit the mortgagee to take possession of the property without filing a replevin suit, it is legal to do so. The latest higher court case on the subject is *City v. Sheban*, 20 N. E. (2d) 171, decided in Ohio. In the testimony it appeared that the contract provided that the holder of the mortgage had the right to take possession of the chattel at any time he felt that his risk was insecure. The court decided that, under these circumstances, the mortgagee had the right to take possession of the chattel without filing a replevin suit.

Sale of Empty Whiskey Bottles

LEGAL EDITOR, *DandW*: We have in storage empty whiskey bottles, and we desire to sell same to secure overdue storage bills. We have information that we cannot sell these bottles because the Government requires that they remain in the possession of the rectifier for whom they were made. Can you enlighten us on this subject?—*North West Warehousing Co., Minn.*

Answer: From the information obtained from the Federal Alcohol Tax Department, the law is well settled that empty whiskey bottles cannot be legally refilled, nor can

other containers, as cigar boxes. However, if the bottles have never been used, permission may be obtained to dispose of same by communicating with the district supervisor, Federal Alcohol Tax Department, in your city. You must outline the complete information, as to the present owner, the date of storage, and all other information to identify the goods so that proper and legal disposition may be made by the party who has legal authority to do so and that party is the above mentioned District Supervisor.

This Month's Higher Court Decisions

Sales Tax Law Held Valid

EVERY transaction in interstate commerce requires the performance of acts in 2 or more States. Moreover, the validity of State laws, which affect interstate commerce clauses, is determined by the balancing of 2 considerations; that State government shall be able to derive revenue for its support, and that commerce among the States shall be unfettered by provincial impediments. Stated conversely, interstate commerce must bear its share of the tax burden along with intrastate commerce, but the States may not exact of interstate commerce a toll heavier than that which intrastate commerce is liable to pay. For illustration, a State may not impose a "direct" tax or a tax on interstate commerce, and interstate commerce may not be subjected to multiple burdens to which intrastate commerce is not exposed. But the guiding principle which limits the power of the States to tax is that the several States of the Union may not discriminate against interstate commerce in favor of intrastate commerce.

For example, in *O'Kane v. State*, 28 N.E. (2d) 905, New York, it was shown that a seller in New York made contracts of sale with purchasers in other States by telephone, telegraph, and mail. The contracts of sale became effective only upon confirmation by the buyer outside of the State and the seller in New York received payment for the merchandise. Afterward, the merchandise was shipped from New York to the purchasers in other States.

The validity of a New York State law was contested. This law requires the seller to pay a tax on all sales. The higher court held the law valid, and said:

"The question, it should be observed, is not with respect to the extent of the power of Congress to regulate interstate commerce, but whether a particular exercise of State power, in view of its nature and operation, must

be deemed to be in conflict with this paramount authority."

Also, in *Berwind v. McGoldrick*, 309 U. S. 33, contracts for sale of merchandise were made in New York and the goods were delivered in New York. However, the purchasers were located outside the State. The court upheld the validity of the New York State sales tax, and said:

"As we have often pointed out, there is no distinction in this relationship between a tax on property, the sum of all the rights and powers incident to ownership, and the taxation of the exercise of some of its constituent elements . . . Taxation of property or the exercise of a power over it immediately preceding its previously contemplated shipment interstate has been similarly sustained. For reasons already indicated all such taxes upon property or the exercise of the powers of ownership stand in no different relation to interstate commerce and have no different effect upon it than has the present sales tax upon goods whose shipment interstate into the taxing State was contemplated when the contract was entered into."

Chattel Mortgage Held Valid

VARIOUS higher courts have held that, in the absence of unusual State laws, a properly recorded chattel mortgage is valid and effective in all States. And unless a State law specifically requires foreign mortgages to be recorded in this State, a mortgage recorded in another State is valid and effective.

For instance, in *Yellow Mfg. Acceptance Corp. v. Rogers*, 142 S. W. (2nd) 888, Missouri, a State law was litigated which provides that the holders of chattel mortgages must record the same in the office of the Recorder of Deeds in the county or city wherein the property mortgage is "situated."

The seller of a motor truck recorded the mortgage in Oklahoma. It provided for installment payments. The mortgage was never filed in Missouri, but the seller of the truck knew that the purchaser, who transported merchandise, occasionally drove it from Oklahoma into Missouri.

The legal question arose whether the mortgage recorded in Oklahoma was valid in Missouri. In holding the affirmative, the Court said:

"We do not think that 'the driving the truck from time to time across the State line' was either a removal of the truck from Oklahoma to Missouri, or gave the truck a situs in Missouri, or made it situated in Missouri so as to require the filing of the mortgage in Missouri."

Unlighted Truck on Highway

IT is a matter of general knowledge, and shown by numerous cases, that unlighted or defectively-lighted motor trucks stopped at night on the traveled highways are the cause of many collisions. The danger is recognized by statutes enacted for the purpose of guarding against it. However, truck drivers who use ordinary care to

obey a State law may avoid liability for accidents.

For instance, in *Merback v. Blanchard*, 105 Pac. (2nd) 272; Wyoming, it was shown that a State law provides that whenever a vehicle is parked or stopped upon a highway, whether attended or unattended, during the nighttime, there shall be plainly visible lights on such vehicles.

Between 2 and 3 o'clock in the morning a tractor was pulling a semi-trailer, on a State, oil-surfaced highway. Because the lights on tractor were not working properly, the driver stopped on the right-hand side of the traveled part of the highway. A person, traveling in the same direction in an empty truck, crashed into the rear of the stopped vehicle and was so injured that he died almost instantly. His dependents sued the trucking company, alleging that it was liable for damage because its driver had violated the above mentioned State law. The counsel for the trucking company contended that no liability could exist because the lights on the vehicle were defective. This higher court stated law as follows:

"We are of opinion that the defect in the lights which led the driver to stop, was due to a condition that developed a short time before the car was stopped, and not caused by a lack of due care on the part of defendants; but the defect made the operation of the truck on the highway in the nighttime unlawful, and it was the duty of the driver to get the truck off the highway if it was possible and safe to do so. We concede that a failure to do this would be excused if the evidence showed that the driver in the exercise of due care was unable to find an exit from the highway that appeared to be reasonably safe . . ."

Also, *Western Indemnity Co. v. Wasco*, 51 Cal. App. 672, the driver of a truck, who might have driven the vehicle entirely off the paved part of the highway, testified that he did not do so because the ground was wet and he was afraid the wheels would slip. The court held that the jury was properly permitted to decide whether the driver was negligent in stopping with his left wheels on the pavement.

In *Wilson v. Droege*, 294 P. 726, the driver stopped a truck partly on the highway, at a place where he could not have driven completely off, and it was held that he was negligent if he could have driven a short distance further to a place where he could have moved the vehicle completely off the highway.

In *Stanger v. Hunter*, 49 Idaho 723, the driver of a truck, charged with negligence in stopping without lights on the highway, testified that his lights were giving trouble, and that in stopping to adjust them he drove as near the barrow pit to the right of the road as was practicable to do. It was held that the issue of negligence was for the jury.

What Is Bailment?

IN *Panhandle South Plains v. Chappell*, 142 S. W. (2nd) 934, Texas, the higher court defined bailment, as follows:

"A bailment is generally understood to be a delivery of personal property in trust under a contract, either express or implied, that the trust shall be executed and the property restored to the bailor or person delivering the same when the purpose or duty arising under the contract has been discharged."

Therefore, according to the above, in order to effect a bailment it is essential that the delivery of the property or article involved in the bailment be made to the bailee, as a warehouseman, by the bailor, the owner of the goods. Likewise, an essential element of bailment is the acceptance by the bailee of the article bailed under an agreement to restore it to the bailor when the purposes of the bailment have been discharged. During the existence of the bailment, the bailee is clothed with evidence of ownership, which means possession, and the contract must be such as to place him legally in possession of the property.

In the above late and leading case, the higher court held that there is no bailment where, for example, the owner of merchandise leaves it on a bailor's premises but locks the merchandise and retains the key without giving possession of the goods to the bailor.

Interpretation of National Wage Act

CONSIDERABLE discussion has arisen from time to time as to when and under what circumstances employers are subject to the National Labor Relations Act, or the National Wage Act. It is important to know that the higher courts and not the United States Department of Labor may lawfully decide what employees are affected by this law.

For example, the United States Department of Labor Interpretative Bulletin No. 1, issued Nov., 1938, at pp. 4 and 5, reads as follows:

"The second category of workers included, those engaged 'in the production of goods for (interstate) commerce,' applies, typically but not exclusively, to that large group of employees engaged in manufacturing, processing, or distributing plants, a part of whose goods moves in commerce out of the State in which the plant is located. This is not limited merely to employees who are engaged in actual physical work on the product itself, because by express definition in section 3 (j) an employee is deemed to have been engaged 'in the production of goods, if such employee was employed in producing, manufacturing, mining, handling, transporting, or in any other manner working on

such goods, or in any process or occupation necessary to the production thereof, in any State.' Therefore, the benefits of the statute are extended to such employees as maintenance workers, watchmen, clerks, stenographers, messengers, all of whom must be considered as engaged in processes or occupations 'necessary to the production' of the goods . . ."

Notwithstanding this statement, it is important to know that in *Rogers v. Glazer*, D. C., 32 F. Supp. 990, the court held:

"A watchman whose duty was to watch the pile of scrap iron on the premises, I do not think that it can be said that he is engaged in an occupation necessary to the production of goods. . . . Certainly, it is not necessary to the production of goods that there should be a watchman at all."

It is well known that in *National Labor Relations Board v. Jones & Laughlin Steel Corp.*, 301 U. S. 1, 57 S. Ct. 615, the Supreme Court of the United States upheld the constitutionality of the National Labor Relations Act of July 5, 1935, and said:

"Although activities may be intrastate in character when separately considered, if they have such a close and substantial relation to interstate commerce that their control is essential or appropriate to protect that commerce from burdens and obstructions, Congress cannot be denied the power to exercise that control . . ."

In a later case, *Southern Pacific Co. v. Industrial Accident Commission*, 251, U. S. 259, the court said:

"Generally, when applicability of the Federal Employers' Liability Act is uncertain, the character of the employment, in relation to commerce, may be adequately tested by inquiring whether, at the time of the injury, the employee was engaged in work so closely connected with interstate transportation as practically to be a part of it."

Therefore, in view of these decisions rendered by the higher courts, a warehouseman, who although engaged in interstate commerce transactions, is not legally compelled to pay wages prescribed by the National Wage Act if the work in which an employee is engaged is not "necessary" to the conduction of the warehouse business.

However, another phase of this law often is presented warehousemen and, until recently, no higher court has rendered an opinion or decision involving the law whether an employee who is employed to perform less than 50 per cent his duties, as an interstate worker, is within the control of the National Wage Act. The fact that a majority of warehousemen believe that an employee who only occasionally works on interstate jobs is not actually "an interstate worker," results in this new decision being unusually important. The case is *Hart v. Gregory*, 10 S. E. (2d) 644.

The facts of this case are that an employer, engaged in interstate business, employed an employee to

act as a night watchman and, also, to keep the boilers filled with water. It was necessary that these boilers be kept full of water during the nighttime; otherwise the boilers would have dried up and been ruined. The fact that this employee only performed interstate work on the boilers, and the other work which he performed was strictly intrastate resulted in the employer believing that the employee was not within the provisions of the Act. Therefore, the employee was paid total wages of only 10.33 cents per hour for almost one year. He sued the employer to recover \$1,153, the difference between the wages he actually had received and the wages he should have received under the National Wage Act. Although the lower court refused to hold the employer liable, the higher court reversed this verdict and said:

"The argument that the percentages between interstate and intrastate commerce in the distribution of goods is a material consideration is held futile. It is plain that the provision cannot be applied by a mere reference to percentages and the fact that (employer's) sales in interstate commerce amounted to only 37 per cent and not to more than 50 per cent cannot be deemed controlling."

In other words, according to this decision, the important consideration, when determining whether an employee comes within the provisions of the National Wage Act, is: Is the work performed by the employee necessary to conduction of the employer's business? If so, the employee is within the provisions of this Act, although he performs more than 50 per cent of his work in intrastate duties.

Commission Fees Held Illegal

IT is well known that certain Federal laws prohibit acceptance of commission fees, discounts, and the like unless some services are rendered to warrant same. However, in the late case of *Quality Bakers v. Federal Trade Commission*, 114 Fed. Rep. (2d) 393, the Circuit Court of Appeals, First Circuit, held that it is illegal for a stockholders' purchasing branch, or corporation, to accept discounts on merchandise and credit any part thereof to the stockholders.

In this case, numerous purchasers throughout the country acted through its agency who made purchases and accepted discounts from the regular prices. A portion of the money thus saved was credited to the account of the respective purchasers, and the balance was kept by the agency. The Federal Court held these transactions to be illegal since they involved interstate commerce. This court said:

"Even if the Service Company renders service to the sellers under agreements to do so . . . it cannot lawfully collect brokerage fees from the sellers, since it is acting as agent for the purchasers."

Validity of State Sales Tax Law

VARIOUS higher courts have held that merchandise may have an interstate commerce flavor, and yet a sales tax on the goods is valid. In other words, the user of purchased merchandise may be compelled to pay a tax on interstate sales.

For instance, in *Jewel Tea Co. v. State Tax Commissioner*, 293 N. W. 386, North Dakota, it was shown that a manufacturer is engaged in selling various food products direct to the consumer. The company has a branch office in Minnesota, having North Dakota and a strip in Minnesota as its district. This branch is under the supervision of a manager living in Minnesota. There are 8 employees living in North Dakota, known as "route managers." It is the duty of each to solicit orders from consumers in North Dakota, in the particular portion of the State allotted to him. After he has assembled the summary of merchandise he needs, he sends an order to the Minnesota branch. The order is filled there, and the merchandise is shipped to the route manager at his place of business. The branch house does not know who the customers are, how many there are, or where they are. It sends its route manager the number of pound packages, or 5-lb. packages, or 10-lb. packages he has ordered, and these reach him at his home in one consignment. No merchandise is delivered unless previously ordered. In case a delivery is not made, the goods are held over at times until the next delivery, and in that case, the route manager takes these goods and delivers them to another customer who has ordered a similar quantity.

The legal question arose whether the manufacturer is liable for payment to North Dakota of the sales tax on goods, in view of a State law which imposes a tax of 2 per cent upon the gross receipts from all sales of tangible personal property sold at retail in this State to consumers or users. The law requires the retailer to add the tax to the sales price or charge, and when added, such tax constitutes a part of the price or charge. In holding the manufacturer liable, the court said:

"We must not lose sight of the fact that this tax is laid primarily on the consumer. The fact that the plaintiff (manufacturer) failed to collect this tax for the State, does not absolve it from its duty. There is no discrimination between non-resident and resident retailers so as to place an unshared burden on the former. The tax is laid only on those who buy within the State; but in order to insure collection of this tax, resort is had to the records of the retailer."

Owner of Chattels Responsible

CONSIDERABLE discussion has arisen from time to time as to the rights and responsibilities of a buyer and seller when the subject of the sale is destroyed. This law is important to warehousemen who may have in storage certain goods, whose title is uncertain, and particularly if such goods are injured or destroyed while in storage. The modern law involving this subject was discussed by the higher court in the case of *Gill v. Phelps*, 105 Pac. (2d) 825, Washington.

In this case, a purchaser of chattels made an oral agreement to buy the same, but the contract was not reduced to writing as was intended by the parties. However, this oral contract was valid, because both the buyer and the purchaser intended that the agreement should be binding. Later, the goods were destroyed by fire, and the legal question arose: Who assumed the risk of the loss, the buyer or the seller?

In holding that the risk was automatically assumed by the buyer, this court said:

"In the absence of a State law or an agreement, the risk of loss or injury, as between the buyer and seller, must be borne by the party who has the title to the property at the time the loss or injury occurs."

On the other hand, it must be remembered that either a State law or an agreement between the buyer and the seller, as to who shall be responsible for the loss or injury, is valid and effective.

In the event stored property is insured, and subsequently destroyed or damaged, the insurance payments must be distributed, first to the one who has money payments due on the sale contract, and second after the full due purchase price is paid, the remainder of the insurance money shall be paid to the one who has title to the goods. Furthermore, if the warehouseman had a lien on the goods to secure payment of storage bills, the amount receivable from the insurance shall be for the exclusive benefit of the warehouseman, unless the insurance money is more than the amount due the warehouseman. Under the latter circumstances, the warehouseman shall receive full payment and the balance of the money shall be distributed as above explained.

2nd Scales Directory

The Household Goods Carriers' Bureau, Washington, D. C. is distributing the 2nd edition of the national scales directory. This contains many more scale locations than before. The price is 40 cents.

FROM A GERSTENSLAGER VAN IS YOUR BEST BUY

A GERSTENSLAGER VAN gives you quality construction with longer life—more strength—less weight. Built to suit your own requirements.

THE GERSTENSLAGER VAN built to suit your needs, offers every modern improvement to the trucker. When the going gets tough put a body built by GERSTENSLAGER on the job, and watch it outwear your present equipment. From the smallest unit to the largest van body GERSTENSLAGER builds the best van body you can buy.

Prices and literature gladly furnished upon request.



THE GERSTENSLAGER CO.
EST. 1860. WOOSTER, OHIO

WHERE TO BUY

ALARMS (Fire)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.

BODIES (Van)

Gerstenslager Co., Wooster, Ohio.

CASTERS (Truck)

The Colson Corp., Elyria, Ohio.

Darnell Corp., Ltd., P. O. Box 4027, Sta. B, Long Beach, Cal.

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

CLOCKS (Time and Watchmen's)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.

COVERS (Piano)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

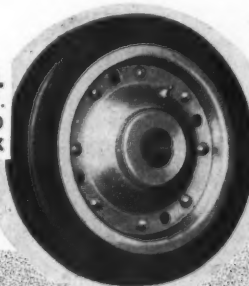
(See advertisement elsewhere in this issue.)



Built
TO TAKE IT!

Darnell products pay for themselves in the savings effected. Made in all sizes for every use. You are sure to find the exact caster to fit your requirements in the complete Darnell line . . .

DARNELL CORP., LTD.
LONG BEACH, CALIF.
36 N. CLINTON, CHICAGO
24 E. 22nd ST., NEW YORK





Fulco quilt-edge
FURNITURE PADS
and TARPULINS

INSURANCE WITH
EYE APPEAL PLUS
PROTECTION

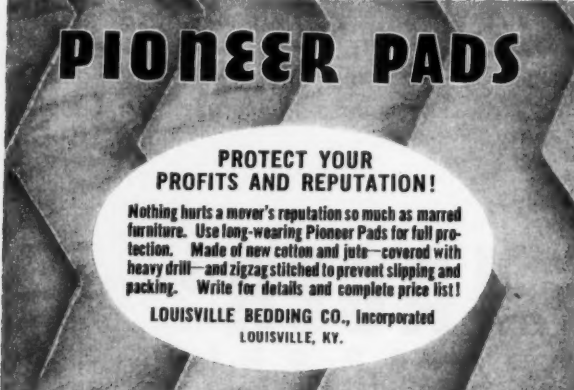
Use Fulco Pads and Covers
Completely Satisfy Customers
Deliver Furniture Safely
Cut Down Claims
Increase Job Profits

FULCO LINE INCLUDES—
Floor Runners, Floor Covers
Slip Covers—Davenport
Overstuffed Chair
Mattress
Padded Covers—Piano Table Top

FULTON BAG & COTTON MILLS
Manufacturers Since 1870

Atlanta St. Louis Dallas Minneapolis New York
New Orleans Kansas City, Kansas

Write for Prices



PIONEER PADS

PROTECT YOUR PROFITS AND REPUTATION!

Nothing hurts a mover's reputation so much as marred furniture. Use long-wearing Pioneer Pads for full protection. Made of new cotton and jute—covered with heavy drill—and zigzag stitched to prevent slipping and packing. Write for details and complete price list!

LOUISVILLE BEDDING CO., Incorporated
LOUISVILLE, KY.

COVERS (Truck) (Tarpaulins)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

DOLLIES

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

MACHINES (Fur Cleaning)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

NEW PRODUCTS

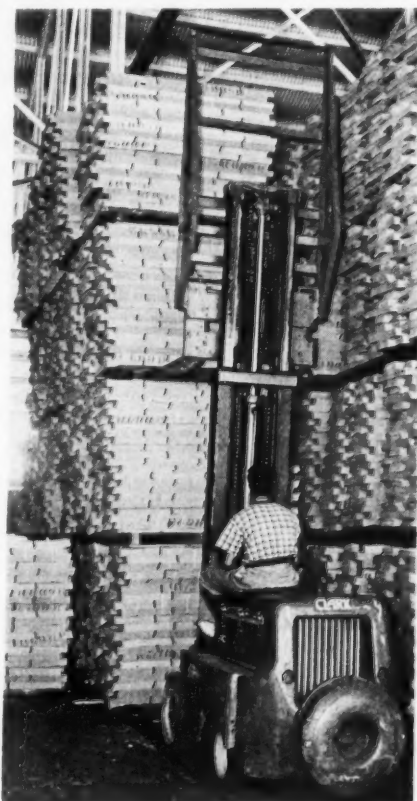
"Utilitrac" 7,000-Pounder.

Tiers 15 Ft. and Higher

A LIFTING, carrying, tiering fork truck that will handle loads as heavy as 7,000 lbs., and tier them in piles 15 ft. high and higher, is introduced by Clark Tractor Division of Clark Equipment Co., Battle Creek, Mich., under the name "Utilitrac."

This truck is said to be particularly efficient in car loading and unloading operations and in swift, safe, high tiering of goods in storage. Being gas-powered, it is capable of 24-hr. continuous service.

This new finger truck is made in several models including straight lift, tilting and telescopic tiering. Minimum height is 61½ in., enabling the truck to negotiate low doorways. Mini-



mum capacity is one ton. Heavy steel fingers, with chisel points, vary in length and are adjustable sideways on the front plate. The operator inserts these fingers under any cleated or uncleated load, lifts the load clear of the floor, tilts it back 10 deg. in one sec. for safe riding, elevates it at the rate of 7 in. per sec., tilts it forward 3 deg. in ½ sec. for easy tiering.

The machine is powered with a 6-cyl. heavy duty tractor type engine, travels at speeds from 1 to 7 m.p.h., climbs ramps under load, has rear wheel steer, hydraulic brakes. The lifting unit is powered with a hydraulic vane type oil pump driven by special direct drive from engine and runs constantly at two-thirds engine speed.—DandW.

SPECIALISTS in Hardwood PALLETS

- **QUALITY-CONSTRUCTED** for Durability, Security and Maintenance Economies
- **HELYX DRIVE SCREW NAILS** used throughout
- **ENGINEERING SERVICE** and consultation on your problems without charge

Let us create the "Tailor-Made" Pallet for Your Products
PALLET SALES CORP. 122 East 42nd Street,
New York City

PADS (Kersey)

Fulton Bag & Cotton Mills, Box 1726, Atlanta, Ga.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PALLETS

Pallet Sales Corp., 122 E. 42nd St., New York, N. Y.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

SKIDS

Pallet Sales Corp., 122 E. 42nd St., New York, N. Y.

TRAILERS (Motor Truck)

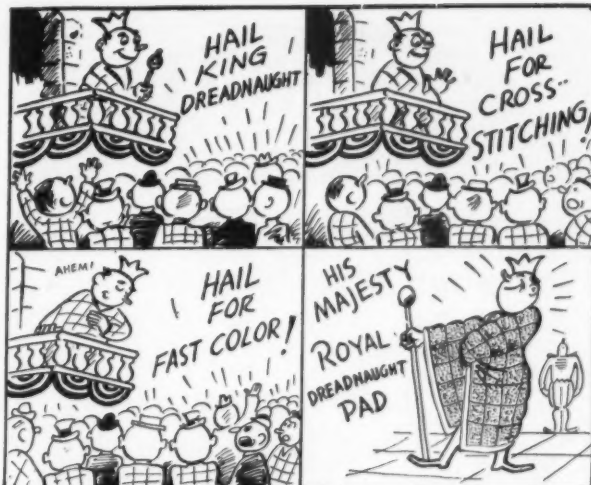
Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

New Booklet on Scale and Rust Removal

RAIL, motor and water carriers faced with the problem of removing water scale and rust deposits from Diesel or gasoline engine cooling systems will be interested in a new, illustrated 20-page booklet just issued by Oakite Products, Inc., New York City.

In outlining safe, modern methods for effectively handling this maintenance work, the booklet not only describes a recently developed material, Oakite compound No. 32, which is especially designed to provide high scale and rust removal properties, but also explains how the wide range of activity of this material helps avoid the need of expensive, time-consuming mechanical methods in safely de-scaling numerous other types of water-cooled equipment, such as air and gas compressors, heat exchangers and mechanical refrigerating equipment.

Copies of this interesting, fact-filled booklet are available upon request. Write to Oakite Products, Inc., 57 Thames Street, New York, N. Y. DandW.



DREADNAUGHT FURNITURE PADS

For the best... Royal Dreadnaught Cross Stitched Furniture Pads are the most Extra Featured on the market.

For lower priced straight stitched pads buy our DEFENDER PADS. Write for quotations.

We make form-fit pads for every need.

New Haven Quilt & Pad Co., New Haven, Conn.

FUR AND FURNITURE FUMIGATION VAULT



Fur, furniture and rug fumigation are recognized by men in other lines. They are going after the business with modern methods and equipment. You can do the same.

RELIABLE

Fur Storage Equipment

provides everything you need... Malium Gas or Cold Storage System, modern vaults, de-mothing chambers, automatic de-humidification, fur and garment hanging equipment, rug storage racks, etc.

Write for Details about our
Free Planning Assistance



RELIABLE MACHINE WORKS, INC.

130 WEST 29th STREET

NEW YORK CITY

Headquarters for furriers' equipment since 1913



Two "Man-Savers" for your Warehouse

In Nutting Trucks you get the full benefit of a half century of experience in designing and building trucks for easy handling, long life and low cost per year. Extra strong frames. Roller bearing wheels with pressure lubrication. Semi-Steel wheels or long wearing, smooth running rubber tires.

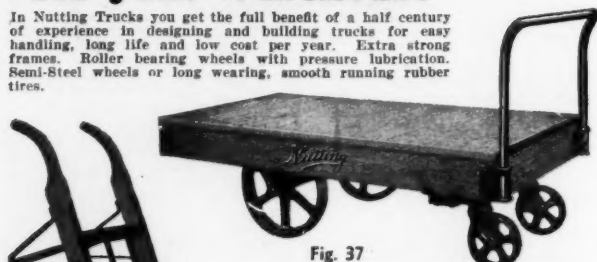


Fig. 37

Fig. 37 Non-Tilting Bar Handle Truck
A veteran of the Nutting line. Ideal for use both on inclines and level floors. Made in 12 platform sizes from 24 x 48" to 36 x 96". Capacity 3000-1000 lbs.

Fig. 16-24



Fig. 16-24 Heavy Duty 2-Wheel Truck
Balanced just right for easy handling of heavy loads. Natural grip handles 2 sizes—capacity 1600-2040 lbs. **Everything in Floor Trucks—Wheels—Casters**
NUTTING makes everything in floor trucks, wheels, casters. Representatives in principal cities. See your classified telephone directory or write direct to

NUTTING TRUCK CO.
1160 Division St. Faribault, Minn.

Floor Truck Leadership Since 1891

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Drum)

The Colson Corp., Elyria, Ohio.

TRUCKS (Fork)

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS, HAND (Cartons & Cases)

American Pulley Co., 4270 Wissahickon Ave., Philadelphia, Pa.
(See advertisement elsewhere in this issue.)

Nutting Truck Co., 1160 Division St., W., Faribault, Minn.

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

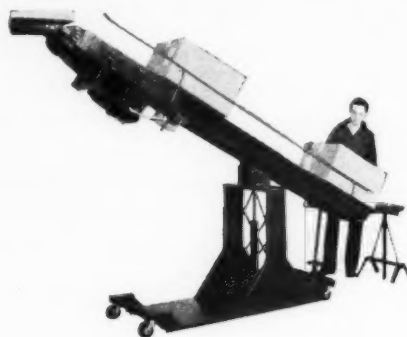
TRUCKS (Jack)

The Colson Corp., Elyria, Ohio.

Rapid "Power Booster"

SOMETHING new in a mechanical stevedore, the Rapid "Power Booster," may be wheeled into place and put to work at any number of handling operations at a moment's notice.

A streamlined, compact portable belt conveyor, with hydraulic center lift, and incline screw adjustment. Power is furnished



by a geared head motor with a compact driving mechanism. Equipped with reversible features for loading and unloading.

A special rubber covered belt enables packages being conveyed at any reasonable degree of incline. The base frame is of formed steel, with telescoping upright center supports. Mounted on a 5-in. steel-forged all-swivel roller bearing wheels. For literature, write the Rapids-Standard Co., 1735 Bond Ave., N.W., Grand Rapids, Mich.—DandW.

Porter Pusher Locomotive

THE new Porter 40-ton pusher locomotive is designed for use on a 42-in. narrow gauge track laid between 2 standard tracks. The locomotive is fitted with 2 pusher arms which, in operation, swing out behind freight cars on the regular tracks, pushing them along as the pusher locomotive moves ahead.

Two 100-hp. Westinghouse mill-type motors are used for power; these are fitted with double-reduction gear drives and are enclosed in cast steel housings. Current is supplied by collector shoes on a 3rd rail. For utmost efficiency, all shafts are mounted on anti-friction bearings. The motors are ventilated by filtered air which is forced over them at the rate of



2400 c.f.m. This latter operation is accomplished by means of an electrically-operated conoidal fan.

Both brakes and pusher arms are operated by a 25-cu. ft. electrically-driven air compressor. Brake bands are placed on driveshafts between the motors and transmissions, a feature which is claimed to make for less wear on wheel flanges. The cab is electrically heated, and floored with ebony asbestos wood for longer wear and safer use. The sand boxes are electrically heated.

Size of the locomotive is 36 ft. long by 15 ft. high by 51 in. wide. The weight is 80,000 lbs.; tractive force is 20,000 lbs., maximum 30,000. For additional information, write the H. K. Porter Co., Inc., 4926 Harrison St., Pittsburgh, Pa.—DandW.

Rapid
out to
ment's

draulic
ished



**TRUCKS
FOR RANGES
REFRIGERATORS
PIANOS**

and all kinds of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for special data.

**SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO**

TRUCKS (Refrigerator)

Notting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

(See advertisement elsewhere in this issue.)

WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B. Long Beach, Cal.
(See advertisement elsewhere in this issue.)

Notting Truck Co., 1160 Division St., W., Faribault, Minn.
(See advertisement elsewhere in this issue.)

A New TelAutograph Telescriber

FOR instantaneously transmitting written messages over wires, a new TelAutograph telescriber has just been announced by TelAutograph Corp. This new instrument is capable of transmitting writing, sketches or figures in facsimile to a number of stations simultaneously or to any one or more stations selectively—within one building or between buildings miles apart.



Styled by a leading industrial designer, this modern telescriber is streamlined and extremely compact. Dimensions: 10½ in. high, 12½ in. wide, 18¾ in. deep. This new machine operates on alternating current and can be plugged into convenient power outlets. All models have a black "crackle" finish.

Two new features of this instrument increase its speed of operation: The complete writing field is automatically cleared of each message by one touch of a starter switch, and an electric paper take-up replaces the manual winder previously used. Manufactured by TelAutograph Corporation, 16 West 61st St., New York, N. Y. DandW.

PAMPER THESE TRUCKS?

NO SIR!

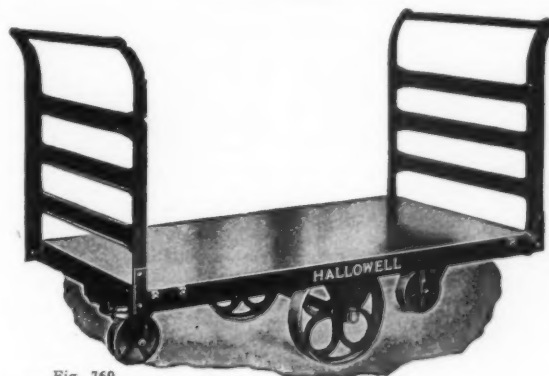


Fig. 769
Pat. Applied for

"HALLOWELL" STEEL TRUCKS

With their steel plate platforms, welded construction and wheels that roll easily under all loads, "Hallowell" Steel Trucks do insure years of trouble-free operation. Let them save for you, too.

Knowing from experience the beating most floor trucks get in every-day use, we set out to design and build a truck that would take years of punishment without the frequent and expensive maintenance attention required by ordinary trucks. How successful we were is attested by the many reports of enthusiastic users.

Write for bulletin and prices.

Some of the many types and models available



Fig. 753
4-Wooden Stakes



Fig. 772
1 Rack



Fig. 757
2-Bar Handles



Fig. 760
1-Bar Handle

STANDARD PRESSED STEEL CO.

JERAMTOWN, PENNA. Box 660

BOSTON • DETROIT • INDIANAPOLIS • CHICAGO • ST. LOUIS • SAN FRANCISCO

Studebaker 1941 Truck Line Announced

(Concluded from page 34)

ard, single front and rear. Dual tires, rear, are available at extra cost, as are 20-in. cast spoke wheels, either single or dual rear. Disc wheels are also available. Where service requirements demand larger tires, they are available at extra charge.

The 3rd unit in the new line is the Heavy Duty truck built to do hard jobs. Powered with the Studebaker 94-hp. engine and fitted with sturdy frame and heavy-duty rear axle, it provides for severe operating requirements. It is built in 3 wheelbases—128-in. for 9-ft. bodies or tractor service, 152-in. for 12-ft. bodies, and 195-in. for 18-ft. bodies and for van and school bus service.

The two express bodies—6½-ft. and 8-ft.—supplied as original body equipment by Studebaker, are of welded steel construction with heavily ribbed floors, adding to their rigidity. The upper edges of the flareboards are rolled, while the tailgate is heavily embossed and when down is supported by 2 heavy fabric covered chains.

Studebaker engines are used exclusively. Features common to these engines are light weight aluminum alloy cam ground, heat dam, tin-plated 3-ring pistons; full-length waterjackets; controlled water circulation; full-pressure lubrication, even to the timing train and valve tappets; floating oil screen; heavy special-formula drop-forged steel 4-bearing crankshafts with integral counter weights; 4 large precision-type main bearings; automatic manifold heat control; automatic spark control with octane selector; full voltage and current control; non-scratch piston rings; and high turbulence heads.

All models have single plate ventilated clutch with spring loaded hub, heavy service transmissions, needle bearing universal joints, and rear axles built with an extra margin of safety and dependability.

A silent 3-speed transmission is standard on the Coupe-Express with 4-speed transmission or overdrive with free-wheeling and steering post gear shift optional at extra cost. Four-speed transmissions are standard equipment on both the Standard and the Heavy Duty trucks. The Heavy Duty 5-speed transmissions—direct in fifth or 5-speed overdrive—are available at extra charge.

The rear axle in the Coupe Express is semi-floating type with Hypoid drive, while the rear axles in the Standard and Heavy Duty trucks are of the full-floating spiral bevel type. The pinion gear is

straddle-mounted to give greater freedom from repair.

Frame dimensions were established in keeping with the span between the axles, taking into consideration the loads to be carried. Cross members are located at points of high stress. At all critical points, box-type cross members are used to give added rigidity and dependability.

All springs are semi-elliptic. In the Coupe Express the spring hangers and shackles are rubber-bushed to prevent metal-to-metal wear and make lubrication unnecessary. In the Standard and Heavy Duty trucks all hangers and the rear front spring shackles are also rubber bushed. The rear spring shackles on these 2 models are the slip or slide type.

The brakes on all models are hydraulic, of two-shoe self-equalizing type. In the Coupe Express the cylinders are double acting and "stepped" to give better braking balance and straight-line stopping. On the rear axles of the Standard and Heavy Duty models, the new super-powerful Hi-Tork brake is used.

Heavy service shock absorbers are standard equipment on the Coupe Express. As special equipment they are available on the Standard and Heavy Duty models at extra charge.

To take out road shocks and reduce driver fatigue, Studebaker has developed an entirely new type of steering mechanism which has spring loaded ball and socket joints to compensate for wear and make for quiet operation. The steering gear is heavy service type with cam and twin lever to give increased maneuverability and give an easier drive.

Chicago the Parcel Center

Chicago originated nearly 75,000,000 pieces of parcel post matter during 1939. During the same period, express shipments totalled 21,200,000 pieces. According to the Railway Express Agency, this city handles about 24 per cent of the Nation's express business, as approximately 60,000 pieces of express are transferred through that point every day. The post office handled 127,500,000 pieces of parcel post matter during the first 6 mos. of 1940, including parcels transferred.

The average weight of express pieces is 23½ lbs., while the average parcel post package weighs about 5 lbs. Average revenue per express is 73 cents per piece; parcel post is slightly over 21 cents per package.

Chicagoans paid more than

\$30,000,000 in 1939 for movement of their small parcels.

The Transportation Dept. of the Chicago Assn. of Commerce will soon publish a "Way to Ship" and express and parcel post comparative guide, which contains a complete list of the Nation's 44,400 post offices and 19,800 express offices, together with postal and express rules, regulations and charges.

A unique system of determining at a glance whether it will be cheaper to send a package of a given weight via express or parcel post is a copyrighted feature of the guide. Other features of the guide include reference to points at which delivery service to door of customer is available; seasonal stations; points to which direct air service is available, both domestic and foreign; also complete foreign mail rules, regulations, restrictions and charges applicable to every point in the world.

Fitch System Installed by Dairy Company

The M. H. Renken Dairy Co., Brooklyn, N. Y., has placed in operation fourteen 3,000-gal. tanks and 7 railroad flat cars utilizing the Fitch System of Coordinated Rail and Highway Transportation. The company transports its daily milk supply from its country creameries at Occola, Pa., Covington, Pa., and Addison, N. Y., by rail to the Jersey City yards of the Erie Railroad, where the tanks are transferred mechanically from flat cars to tractor-trailers and trucked to the pasteurization plant in Brooklyn. Three additional tanks and 2 flat cars are in production to complete the Renken fleet.

This is the largest single order yet placed for the Fitch System, first demonstrated last year at the New York World's Fair and adopted by Borden's, Muller's and Hohenker's Dairy. Over 50,000 gal. of milk daily are now being shipped to the New York City area by this method, which makes possible door-to-door long-haul rail service for liquids or general merchandise through coordinating it with terminal trucking and the elimination of time-consuming interchange at railheads.

The insulated tanks are lined with stainless steel and are loaded longitudinally, 2 on a flat car. Each tank is transferred in 90 seconds to trailers by means of a special conveyor welded to the frame of the trailer. The truck operator effects the transfer electrically by push-button control through power generated by the idling truck engine.

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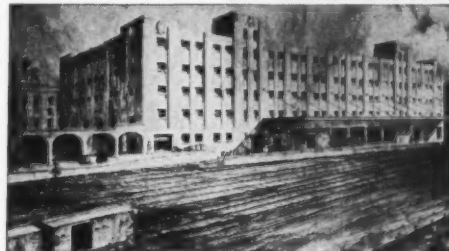
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Marias Surveys Warehousing at San Francisco

To be prepared for any and all demands that may be made on the port of San Francisco due to the exigencies of national defense and possible booming war trade, and to ensure that the port will be kept clean, clear and uncongested, no matter how heavy the traffic, Joseph F. Marias, president of the State Board of Harbor Commissioners, has been named chairman of a committee to make a survey of existing warehousing facilities within a radius of 100 miles of San Francisco. This survey is already well under way.

Marias, a member of the National Defense Advisory Commission, says that it will be the duty of the Harbor Commission to make certain that goods are kept rapidly moving across the piers, no matter how great the increase over normal of the freight coming into the port. "We will see that cargo does not remain in the transit sheds on the piers under any circumstances. We cannot permit goods to congest the port, where they are moving in regular industry, for the Army, the Navy, or any other. To prevent congestion, warehousing space is required and it must be adequate. We must know what space is available, where available, and in what classifications. Supplied with this information, we will know where to route merchandise without using harbor facilities. Unless we can move cargoes across the piers rapidly, we are not accomplishing our function, and we intend to see that cargoes are moved rapidly."

Marias says he has been erroneously quoted in New York publications to the effect that there is congestion on the San Francisco docks. "I wish emphatically to deny this. There is no congestion and we do not intend that there shall be any," Marias told *DandW*.

Adequate warehousing facilities will be available for any anticipated demands, Marias and warehouse leaders say. "The survey to date has revealed facilities that we never knew were available. We have now reached the point where we can proceed to classification of the warehouse space to be had in the San Francisco area, and be in a position to answer all questions on this subject in a short time."

Denying the rumor of a "serious shortage of warehouse facilities in San Francisco," S. M. Haslett, Jr., of the Haslett Warehouse Co., an executive in the Warehousemen's association, says "We have or can have completely adequate facilities to take care of the demands likely to be made on us in the months to come."

L. A. Bailey, secretary of the California Warehousemen's Assn., and Mr. Haslett admitted that existing space was being taxed to capacity at the present time, but neither had any doubts that the warehousing industry would be equal to much greater demands when these should be forthcoming.

Among the raw materials for which increased space might conceivably be required at this port in connection with national defense plans were rubber and tungsten.—*Gidlow*.

4th Sec. Hearings at Los Angeles, January

The ship-rail-truck controversy over rates between Los Angeles Harbor and points in the Pacific Northwest are due for final discussion at I.C.C. hearings to be held in Los Angeles in January. That a finish battle will be fought at the Southern California hearings was regarded as probable following adjournment of hearings held the last week of October in San Francisco.

The Los Angeles I.C.C. hearings are expected to hinge on the 4th section of the Transportation Act, over the interpretation of which ship and rail lines have contended for a long time. Section 4 provides that "the sum of all intermediate rates shall not exceed any through rate."

Under authority of the recently enacted omnibus transportation bill, the I.C.C. on Jan. 1 will assume jurisdiction of all ship, truck and rail rates. Ship lines base their hopes on the law's charge to the Commission that it see that reasonable differentials are established and maintained in all forms of transportation.

The present controversy is the outgrowth of the I.C.C.'s suspension of proposed l.c.l. commodity water-

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truck rates. Rail lines have announced they would ask for authority, under Sec. 4, to establish all-rail rates at 1 cent per 100 lbs. above the proposed water-truck rates.

Ship lines, on the other hand, have indicated their intention of asking an investigation of the entire Sec. 4 problem, on which to a large extent intercoastal trade depends.—Herr.

Van Rate Instruction by United

In line with a program outlined at the organization's last convention for concentrating on educational programs during the current fiscal year, the first of a series of schools of instruction was sponsored during the past month by the United Van & Storage Assn. in Los Angeles. The first monthly educational session was devoted to a study of rate books and how to find, easily and readily, rates to and from practically every point in the State. Twenty-five pages of revisions affecting rates in the 11 Western States were issued and explained.

Thomas Grounds, rate expert for the Rate Division of the California Railroad Commission, was on hand at the UVSA's Oct. 30th meeting to supply information regarding rates.

Various problems concerning other phases of the industry are to be treated at subsequent meetings during the Fall, Winter and Spring months.—Herr.

Los Angeles Cargo Value Passes Billion Dollar Mark

Total value of all cargo passing through Los Angeles Harbor during the fiscal year 1939-40 aggregated \$1,094,701,062, second highest figure in the history of the port, according to the 1939-40 fiscal year report released by the Los Angeles Board of Harbor Commissioners.

The billion-dollar value was exceeded only once—in 1931, when it reached \$1,120,106,164.

Total tonnage for 1939-40 was 19,931,075, compared with 18,327,890 in the previous fiscal year. Harbor traffic revenues recorded an all-time high in 1939-40 with a gross return of \$2,900,804, a third of a million dollar-increase over the previous year.—Herr.

Jones to Build New Haven Warehouse

A permit to build a \$20,000 steel warehouse on the waterfront adjacent to the old silk mill has been issued to the New Haven Harbor Terminal Co., Inc., New Haven, Conn. According to the specifications, the new building will occupy an area of 60 by 300 ft. and will be 27 ft. or one story high. The New Haven Harbor Terminal Co. is a newly organized group headed by T.A.D. Jones. The silk mill was originally slated to be used by the group but has been leased to the High Standard Mfg. Co., an arms manufacturing concern that is negotiating for British business.

To Buy Cottonseed Oil and Lard

The Surplus Marketing Administration, announced in Washington, plans to buy cottonseed oil shortening and pork lard for relief distribution. Manufacturers will be asked to submit bids. The commodities purchased will be donated to State welfare agencies. During the last fiscal year the Government bought more than 130,740,000 lbs. of lard and other pork products through the Surplus Marketing Administration.

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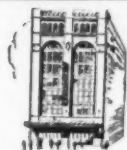
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Modern concrete building. 30 car track served by Alton-B. & O. R.R. Tunnel connection all railroads for L.C.L. shipments. Next door Parcel Post Bldg. for economical and speedy handling of Parcel Post shipments.

Meeting the Tax Problem

(Continued from page 15)

issue blank checks against future expenditures with citizens' tacit approval. Citizens are up in arms against all expenditures which are not necessary to the maintenance of essential services. They want business in government rather than government in business — and they see no reason why, in this time of emergency, every tax dollar should not be wisely and economically used.

There are over 175,000 governmental spending units in the United States. More than 15,000 of these are in Illinois; 11,000 in Missouri; over 10,000 each in Kansas, Minnesota and New York; over 9,000 in Wisconsin; in excess of 8,000 each in Michigan, Nebraska and Texas. Even little Delaware has 102 such taxing units, empowered to spend the taxpayers' money. They range from States, cities, towns to villages, school districts and water, sanitation and mosquito abatement districts.

Of course, all these governmental units couldn't save \$5,000 each, but all could save \$10 and many, \$10,000. Some few could save from \$100,000 to \$1,000,000 each. Many taxpayers believe that, all told, they could average economies of \$5,000 each. Interpreted in terms of needed supplies for the Army and Navy, such savings would mean a total of \$875,000,000. This would be sufficient to present to our Government without extra cost to the taxpayers any of the following items:

12 (35,000-ton) battleships at more than \$70,000,000 each; or
29 (10,000-ton) cruisers at more than \$30,000,000 each; or
8,750 assorted fighter and super-bombing airplanes at an average cost of \$100,000 each.

In terms of defense manpower, average reduced spending of \$5,000 in each of the 175,000 taxing units would furnish sufficient funds to train, feed, clothe, and

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AT 103RD STREET & CALUMET RIVER

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Los Angeles, California



SOUTHSIDE RESHIPING WAREHOUSES
CHICAGO

CHICAGO'S MOST MODERN
WAREHOUSES

pay an army of more than 300,000 men for a full year.

It is no idle theory that tax savings can be made. New York taxpayers proved that in 1939 when they forced cuts of \$26,500,000 in the proposed State budget after one of the bitterest fights and longest legislative sessions in the history of the State. Again in 1940, over 900 taxpayers groups, business and service organizations, women's and church clubs, rallied under the leadership of the Citizens Public Expenditure Survey of New York and helped defeat a proposed \$15,000,000 income tax increase and reduce the proposed State budget by \$5,000,000. More than 8000 for and against the budget attended the Lincoln Birthday State hearing at Albany. For the first time in years, no new or increased taxes were levied.

For the fiscal year ending May, 1940, counties and cities with active taxpayers groups in Michigan reported reductions in proposed budgets, bond issues, and spending bills defeated, with local savings to taxpayers alone of \$6,000,000. Wisconsin, with 29 active county and city taxpayers' associations and citizens economy leagues, declares this year's savings already amount to \$2,000,000 in an off-legislative year. Illinois groups, through recommendations made on the basis of expenditure surveys and government cost studies, have caused local governments to curtail hundreds of thousands of dollars from their proposed spending programs.

Every month finds new taxpayers' groups formed in various parts of the country. From the West Coast to the East Coast, from North to South, the movement is spreading steadily. Business men everywhere are joining to give help and counsel and, often, leadership. Recently, activity of taxpayers' groups was coordinated on a nationwide basis when Eastern State taxpayers' association executives voted to name Tax Foundation of Rockefeller Center, New York, as their national clearing house. The welcome mat is out for all interested in better government to participate. That applies to ware-

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1891 1941



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properly operated, may be
YOUR ★ SALESMAN**

It may or may not have occurred to you, but your warehouse can play a valuable part in the work of your sales department. As an important cog in your service and customer relations activities, it can build good will and satisfaction which result in profits. It can, in effect, perform the part of a star salesman.

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For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

Inquiries Invited on Storage, Office and Rental Requirements

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Lease office, storage and/or manufacturing space (1,500,000 sq. ft. in sprinklered buildings). Ins. rates are low. LOCATION is central, near loop, at mouth of Chicago River. TRANSPORTATION facilities unexcelled. Boats dock at our doors (2,500 ft. of dockage). Direct tunnel connection, all railroads. Consolidated free pick-up service for over 100 highway truck lines. C & NW sidings (capacity 150 cars). We furnish stevedores, extra help. Gen. storage, storage in transit, pool car distribution, customs bonded. Write! Ask for our monthly publication. It is free. (New York Office: 25 Beaver St. Tel. HAN. 2-1172.)



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housing and distribution firms as well as to all others who have a vital stake in tax problems and better public administration.

Safety Conference at Chicago

(Concluded from page 17)

pendent on the mechanical maintenance program. For prevention of mechanical breakdown he outlined a scheduled routine of repair work.

The growing use of electric power trucks in warehouses to facilitate handling problems has introduced new traffic hazards, in the opinion of C. E. Wooliver, assistant personnel director, Buick Motor Division, Flint, Mich. Under heavy loads, he pointed out, they are driven through narrow aisles and must avoid injuring workmen, machinery, materials and the driver himself. He stressed instruction on proper loading of these trucks as one way to reduce accidents.

Among other speakers at the various sectional meetings devoted to transportation were the following:

C. H. Buss, safety engineer, Brady Transfer & Storage Co., Fort Dodge, Ia.; John A. Ebeling, director of safety and personnel Olson Transportation Co., Green Bay, Wis.; D. D. Gardner, personnel director, Commercial Motor Freight, Inc., Columbus, Ohio; D. H. Gilhausen, director personnel and safety, Norwalk Truck Line Co., Norwalk, Ohio; Fred W. Rice, safety engineer, Cushman Motor Delivery Co., Chicago; and C. G. Morgan, Jr., manager, division of operations, American Trucking Assns., Inc., Washington, D. C.

Representatives of various other industries, insurance companies, collegiate institutions and the Interstate Commerce Commission, also participated.

Accident reduction on transportation facilities on the Great Lakes and inland waterways were considered by another sectional group whose speakers, among others, included the following:

George Martinson, safety director, Pickands, Mather & Co., and W. C. Garbutt, casualty manager, Pittsburgh Steamship Co., Cleveland; G. O. Griffin, manager, safety department, Dravo Corp., Pittsburgh; J. L. Luckenbach, president, American Bureau of Shipping; R. J. Baker, secretary, American Merchant Marine Institute; C. H. Callaghan, manager, Maritime Assn. of the Port of New York; Commander Robt. C. Lee, vice-president, Moore-McCormack Lines, Inc.; and C. H. C. Pearsall, vice-president, AGWI Lines, New York City.

In the immense Safety Exposition, held in connection with the Safety Congress an infinite variety of industrial safety equipment was displayed by about 125 manufacturers. The array included such things as motor vehicle inspection and correction equipment, overhead hoists, cranes and chains, fire extinguishers, tire chains, engine governors, non-slip floors and stair treads, floor maintenance materials, sanitation products, head and eye protectors, first aid kits, safety footwear, vacuum cleaning devices, equipment for safeguarding storage, handling and use of flammable liquids, etc.

The Harger "Drunkometer" attracted much attention and another new device shown was a "Tachometer," (Mfg. by Sangamo Electric Co., Springfield, Ill.) described as a tamper-proof recording instrument which gives a complete analysis of starts, stops, speed and mileage on motor truck trips.—Slawson.

Canned Goods Pool Car Service to Chicago

Effective Nov. 1, Encinal Terminals, Alameda, Cal., offers canned goods pool car service to Chicago, Kansas City and St. Louis with other points to be added as shippers demand. Currently, it is understood that Hawaiian pineapple and juice shipments are ones principally involved with the Encinal set-up eliminating the drayage charge to Oakland forwarders specializing in canned goods.

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Household Goods Storage
Moving—Packing—Shipping
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FIREPROOF WAREHOUSE
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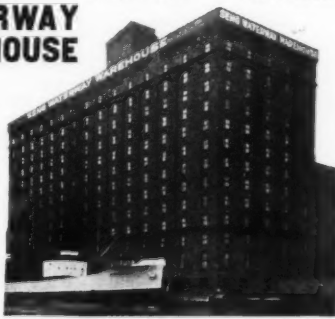
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RAILWAY TERMINAL & WAREHOUSE CO.
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 Ontario Warehouse Co., 425 West Ontario Street
 Two Warehouses close to the Loop. Direct railroad connections.
 U. S. Customs Bonded. Low insurance rates.

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 One Half Million Sq. Ft. of Modern Warehouse Space.
 Warehousing—Brokers Offices. U. S. Customs Bonded Stores.
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 One block from Main U. S. Post Office



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 Merchandise Storage—Pool Car Distribution
 COOL TEMPERATURES—CANDY STORED ALL YEAR
 Ground Floor Warehouse Space with or without Offices. Trackage—Free Switching—Fireproof
 Represented by
 National Warehousing Service
"THE ECONOMIC WAY"



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For Distribution in CHICAGO Use
SYKES SERVICE
 Fully sprinklered warehouse building for merchandise storage exclusively.
 Centrally located—only 12 minutes from the loop.
 Complete warehouse service with personal supervision.
 Pool Car Distribution
SYKES TERMINAL WAREHOUSE
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Merchandise Storage and Distributors
WAKEM & McLAUGHLIN, Inc.
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 U. S. Internal Revenue Bonded Warehouse
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ADVANCES MADE
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 Prompt Delivery and Best of Service.

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In Chicago's finest warehouse. Clean, light, airy, and in addition, offering every advantage for efficient receiving, shipping and reshipping. Spacious loading and unloading platforms—track space for 360 railroad freight cars—70 foot covered driveways practically surrounding the building.

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555 East Wood Street
 TRANSFER—STORAGE—DISTRIBUTION
 MOVING—PACKING
 Licensed—Bonded—Insured Carriers

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"Building A Better Warehouse"

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 STORAGE • DISTRIBUTION • CARTAGE
 OFFICE AND DISPLAY ROOM SPACE
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Joliet Warehouse and Transfer Company

Joliet, Illinois
 MERCHANDISE STORAGE AND DISTRIBUTION
 Best distributing point in Middle West

Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.

No switching charges.
 Chicago freight rates apply.



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FEDERAL WAREHOUSE CO.

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Peoria is the logical Center of Distribution for Illinois.
We will be pleased to explain our service and facilities.

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STORAGE
COMPANY

- Merchandise Storage
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- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

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Modern Plant C.&N.W. Siding Free Switching
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Phones: Main 133, 134

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EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"
With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States. Sprinklered—A.D.T. Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.
Write for booklet completely describing the many unusual services available.

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FORT WAYNE [WITH MIGHT
AND MAIN]
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FIREPROOF AND NON-FIREPROOF BUILDINGS.
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Wabash R. R.—Private Sidings—Pool Car Distribution

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"Fireproof" Buildings
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Located in Center of Business District

We have our own truck line and are equipped to make prompt deliveries
Private siding

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GREAT LAKES WAREHOUSE CORPORATION
General Merchandise—Storage and Distribution

Established 1922 (Tel.—Ham'd 3790-31)
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FACILITIES—150,000 sq. ft., Fireproof, concrete-steel-brick const. Siding on
INS RR; cap. 80 cars. Located within Chicago switching district. Transit privileges.
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and suburbs.
ASSOCIATION—Indiana Warehousemen's & American Warehousemen's, Cold Storage Division.

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Transfer and Warehouse

STORAGE FOR HOUSEHOLD GOODS AND
OFFICE FURNITURE



WAREHOUSE and OFFICE: 405 Douglas Str.

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"Coburn Service for Efficiency"

HENRY COBURN
STORAGE and WAREHOUSE CO.

Merchandise Storage, Distribution, Trucking

Leased Space—Offices—Low Insurance
Loans on Receipts

INDIANAPOLIS, IND.

MEMBER



"Indianapolis' Finest"

HOGAN

TRANSFER & STORAGE CORP.

• FURNITURE STORAGE • SHIPPING
• FIREPROOF WAREHOUSE • PRIVATE RAIL SIDING

INDIANAPOLIS, IND.

INDIANA TERMINAL & REFRIGERATING CO.

230-240 So. Penna. St.

Phone Market 4361

Sprinklered Warehouses

Office Rooms

General Merchandise and Cold Storage

Down Town Location with RR tracks in building.

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Strohm Warehouse & Cartage Company

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Telephone Ri. 5513

General Merchandise Cold Storage. Pool Car Distribution and
Checking Out. All Merchandise on Check Out Cars Placed
on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

INDIANAPOLIS, IND.

THE TRIPP
WAREHOUSE COMPANY

1001 E. New York Street

Complete facilities for the storage and distribution of
MERCHANDISE

PRIVATE SIDING—BIG FOUR—CONNECTING
WITH ALL RAILROADS—NO SWITCHING
EXPENSE. TRUCK SERVICE.

Member A. W. A.—Ind. W. A.

Write for complete description of services
to meet your individual requirements.

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SINCE 1919

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SHIPPERS

When you must move
your executives or personnel
from one city to another, call in
one of our household goods warehouse
advertisers. He can save you time, worry
and unnecessary expense.

Verbarg Becomes Sole Owner of Tripp Warehouse Business

Ernest T. Verbarg on Nov. 1 became sole owner, president and general manager of the Tripp Warehouse Co., Indianapolis, Ind. Mr. Verbarg, who is the grandson of Col. Ernest H. Tripp, organizer of the company in 1914, has brought out other interests in the company and will carry on the business with but few changes in the personnel. B. F. Ijams, who was vice-president, is no longer with the company. W. L. Taylor, formerly president, and Thompson Kurrie, formerly secretary and treasurer, remain with the company in the capacity of attorney. Miss L. K. Atherton, formerly manager, has become Mr. Verbarg's assistant.

Factories on the Move

(Continued from page 28)

Louis, Mo. About 20,000 acres are being acquired. Buildings will cost about \$15,000,000.

North American Aviation, Inc., Inglewood, Cal., will build a branch plant near Hensley air field, Dallas, Tex., for production of government aircraft. Cost about \$6,000,000 with equipment.

Monsanto Chemical Co., 1700 So. 2nd St., St. Louis, will build new plant at Trenton, Mich., to cost close to \$2,500,000 with equipment.

Union Carbide & Carbon Co. will construct a new factory in 47th Street, Niagara Falls, N. Y. Plans provide for a structure, 90 by 140 ft. in size.

Peerless Soap & Chemical Co., Inc. will erect a factory at Oakman Blvd. and Cloverdale Ave., Detroit.

Peerless Pump Co., Massillon, Ohio, will be moved to Canton.

Jack-Heintz Co., Palo Alto, Cal. manufacturer of airplane parts, according to Ralph Heintz, co-owner, will move its plant to Cleveland, Ohio, because of labor trouble. The company has Government contracts aggregating \$6,000,000.

Reynolds Metal Co. has started work on an aluminum plant at Sheffield, Ala., to be completed by March 1, 1941. A total of 75 buildings will be constructed on a mile-square tract. Power for the plant will be purchased from the Tennessee Valley Authority.

Iowa Electric Light and Power Co., Cedar Rapids, Ia., will construct a \$1,000,000 Diesel engine powerplant at Marshalltown. The building will cost about \$120,000 and equipment to be installed will increase the total expenditure to \$1,000,000. Construction is expected to be finished in about one year.

Wright Aeronautical Corp. has broken ground for the construction of what is believed to be the largest single-story industrial plant in the U. S. This building, to cost \$32,000,000, is at Lockland, Ohio, and will occupy 1,694,320 sq. ft. on a 220-acre site. The main building will comprise 1,468,320 sq. ft. of floorspace, nearly 35 acres under one roof. Completion is expected by next Spring.

Aircraft Accessories Corp., Glendale, Cal., will erect on a site just purchased in Burbank a 39,000-sq. ft. factory and will spend about \$200,000—*Brouters*.

Dow Chemical Co. has acquired land at Seal Beach, Cal. on which it will build a factory, warehouse and tanks, all to cost \$177,500. Company has been extracting iodine from oil well residues.—*Brouters*.

MUNCIE, IND.



B. W. HARDESTY, Owner & Mgr.
HARDESTY TRUCKING
121 N. Mulberry St. Telephone 4413
Local and Long Distance
MOVING—STORAGE—CRATING
Consign shipments via C&O or Big 4. Distribution of Merchandise & Household Goods Pool Cars.
Agent for
Aero-Mayflower Transit Co.—National Furniture Movers

SOUTH BEND, IND.

Ullery Cold Storage & Warehouse Co., Inc.

401-403 S. Notre Dame Ave.



Merchandise and Cold Storage
Modern Cold Storage Locker Plant, 1000 Capacity
Private Siding on Grand Trunk Western Railroad
Pool Car Distribution, Trucking Service
Member A.W.A.—Ind. W.A.

TERRE HAUTE, IND.

DISTRIBUTORS TERMINAL CORPORATION

Private R.R. Track Capacity 21 Cars connecting with all lines.
Merchandise Storage and Distribution a Specialty
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U. S. Licensed and Bonded Canned Foods Warehouse
License No. 12-6.

CEDAR RAPIDS, IOWA

AMERICAN TRANSFER & STORAGE CO.

SINCE 1907

General Merchandise Warehousing and Distribution. Cold Storage.

Modern Brick Warehouse, Sprinklered 80,000 Square Feet.
Siding on C. M. St. P. & P. Rd. Free Switching from Other Roads.
Motor Freight Terminal. Agent Greyvan Lines.

CEDAR RAPIDS, IOWA



Calder's Van & Storage Co., Inc.

412 Ave. A, N.E., Cedar Rapids, Ia.

Merchandise and Household Goods
Storage—Pool Car Distribution

Member of N.F.W.A.—Agent for A.V.L.



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Cedar Rapids TRANSFER & STORAGE CO.

FIREPROOF WAREHOUSE
AND TRUCK TERMINAL ON TRACKAGE
All Modern Facilities For Efficient Warehousing
and Distribution of Merchandise
DAILY SERVICE IN EVERY DIRECTION

DAVENPORT, IOWA

EWERT & RICHTER EXPRESS & STORAGE COMPANY

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage.

Phone Dial 3-3653.



Branch office and Warehouse service—Mississippi Valley reaching 20 Million Consumers.
Pool and Stop-over Distribution.
Truck Terminal & Motor Truck Service.
Members: AWA NFWA IAWA.
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Fireproof
Warehouse
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ESTABLISHED 1900

Merchandise Storage, Furniture Storage &
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AGENTS—ALLIED VAN LINES, INC.

428
Western
Ave.



For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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BLUE LINE STORAGE CO.

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

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Fire
Proof
Ware-
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TRANSFER & STORAGE CO.9th
&
Mulberry

TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to
every detail.

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MERCHANDISE & FURNITURE STORAGE

Pool Car Distribution
Special Heavy Equipment for
Machinery, Boilers, Presses.

REPPERT TRANSFER & STORAGE CO.

ONE HUNDRED FIFTH AVE.

Siding C. R. I. & P. Ry., Free Switching from any R. R.
Operators—Wholesale Merchants Delivery—Retail Merchants Delivery
Agent Greyvan Lines.

DES MOINES, IOWA.

1890—60 Years' Continuous, Efficient Service—1940

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Merchandise & Household Goods Storage

—Fireproof Warehouses—

Lowest Insurance Rate. Pool Car Distribution. Private Siding. Free
Switching. Free Rail or Truck Pick-up Service.

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MASON CITY, IOWA

A. W. A. — May. W. A.

**MASON CITY WAREHOUSE CORPORATION**

Merchandise Storage,
Household Goods Storage,
Pool Car Distribution,
Local and Long Distance
Moving.

Packing & Crating,
Local Transfer,
Private Sidings,
Motor Freight Terminal.

WATERLOO, IOWA

IOWA WAREHOUSE CO.

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of
Merchandise, Household Goods and Automobiles

KANSAS CITY, KANSAS

**INTER-STATE
TRANSFER AND STORAGE COMPANY**FIREPROOF WAREHOUSE
18th & MINNESOTA

Packing, Moving, Storing and Shipping. Private Siding
Agent for Allied Van Lines, Inc.
L. J. CANFIELD, Proprietor Telephone Dr. 3420

TOPEKA, KANSAS

Agent for Allied Van Lines, Inc.

TOPEKA TRANSFER and STORAGE Co., Inc.

Established 1880

A.W.A.

N.F.W.A.

FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CRI & P, U.P. and M.P.

Allegheny Ludlum Steel Corp., Los Angeles, Cal., with headquarters in Pittsburgh, Pa., has purchased 25,000 sq. ft. of land in Vernon, Cal., on which will be built a warehouse and office building of about 12,000 sq. ft. in size.—*Brouthers.*

C. L. Percival Co., Des Moines, manufacturer of commercial refrigerators, will build a new plant at Boone, Ia., to which its Des Moines manufacturing operations will be moved.

Intercontinent Aircraft Corp., 30 Rockefeller Plaza, New York City, has acquired about 100 acres at Le-Jeune Road and N. W. 36th St., Miami, Fla., for a new plant to cost close to \$700,000 with equipment. Bruce D. Leighton heads the concern.

Hamilton Standard Propeller Div., United Aircraft Corp., East Hartford, Conn., has leased former textile mill of Lorraine Mfg. Co., Pawtucket, R. I., totaling 200,000 sq. ft. of floorspace, and will remodel for branch plant for production of propeller blades, parts and assembling. Operations are scheduled to begin early in 1941.

The Parade of New Products

(Concluded from page 29)

000 units in 1939, an increase of 37 per cent. Market saturation last year had reached 56.2 per cent of the wired outlets.

Tyrell & Garth, canner, Mission, Texas, will double the capacity of its plant, bringing it to a total of 400 tons a day of processed grapefruit juice.

Rath Packing Co., Waterloo, Ia., will soon construct a building to house the food department. The structure will be a one-story, corrugated steel building, 77 by 344 ft., and will cost \$27,500, exclusive of electrical, plumbing and heating equipment.

T-H Enterprises, Inc., a Delaware firm headed by J. C. Trees, Pittsburgh, Pa. oil man, has leased an abandoned tire plant in East Palestine, Ohio, for the reclamation of used paper for the production of newsprint. The plant is expected to employ 225 when in full production.

Canadian Cold Storage Holdings Lower

Dominion Bureau of Statistics reports cold storage stocks of creamery butter on Nov. 1 at 51,699,000 lbs. against 58,420,000 lbs. the month before and 56,392,000 lbs. a year ago. Cheese stocks totaled 32,625,000 lbs on Nov. 1, against 33,069,000 lbs. the previous month and 41,208,000 lbs. a year ago. Stocks of imported cheese amounting to 73,000 lbs. are not included.

Cold storage eggs numbered 3,635,000 dozen against 7,428,000 dozen in October and 4,677,000 dozen a year ago.

Fresh eggs totaled 382,000 dozen against 713,000 in October and 274,000 a year ago.

Frozen eggs totaled 6,004,000 lbs. compared with 6,610,000 lbs. the month before and 4,829,000 lbs. last year.

Cold storage stocks in transit totaled as follows:

	Nov. 1	Oct. 1	Nov. 1, 1938
Butter, pounds	554,000	717,000	280,000
Eggs, dozen	162,000	177,000	103,000

—Carmichael.

WICHITA, KANSAS

A Modern Distribution and Warehousing Service

Brokers Office & Warehouse Co.

B. W. BILLINGSLEY, JR., Manager
Member of American Chain of Warehouses

WICHITA, KANSAS

Write or Wire



Cassell

TRANSFER & STORAGE CO.

WICHITA, KANSAS
Fireproof Storage and Sprinkler System

WICHITA, KANSAS



Railroads and Shippers Pledge Defense Program Unity

(Concluded from page 9)

railroads has improved within the last two or three years, but its finances, while somewhat better than a few years ago, are still too close to the red side of the ledger to be viewed with complacency. Some aid will result from the new laws under the 1940 Transport Act, but such relief, according to Mr. Bryan, falls far short of all that is necessary.

John A. Stevenson, president of the Penn Mutual Life Insurance Co., warned that the perpetuation of railroads as self-sustaining enterprises is one of the surest safeguards for the preservation of an economic system based on private property and the freedom and initiative of the individual. He also warned that failure to give railroads the opportunity to keep their present status would be the first step toward state socialism. "Surely, other important forms of enterprise would speedily follow this trend," he stated, "and the American people in accepting the results of this theory must be prepared to accept a form of centralized social and economic organization which they have certainly up to this time always dreaded and feared."

Present officers of the association were re-elected for the coming year. At the same time a resolution was adopted, pledging the undivided support of the railroad industry in the current program of the Government looking toward preparedness on both economic and military fronts.

Wharfage Rates Unchanged at Boston

The Massachusetts Dept. of Public Works has postponed indefinitely any increases in wharfage rates on shipments passing over its Commonwealth Piers, Boston. There had been a proposal for increases of from 25 to 50 cents per ton to take effect Nov. 1, 1940. It is now indicated that any revision in the wharfage rate will not be made effective, except on 30 days' notice.

LOUISVILLE, KY.

H. W. Lamppin, Pres.



Serve your customers in the Louisville territory promptly from stock kept in this modern, clean warehouse. The personal attention we give each account will bring in those repeat orders.

21 Trucks — Clean, Dry Space — Reasonable Rates
Responsible Service — P. R. R. Siding
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Louisville Public Warehouse Company

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Louisville Member
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Gen'l Mdse. — H. H. Goods

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B. F. HENRY, Pres. HARRIET POWARS, Secy.-Treas.

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Merchandise and Household Goods Storage

Pool Car Distribution

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MODERN BONDED WAREHOUSE
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Rail & Barge Line Connections—Private Siding on IC & MP

NEW ORLEANS, LA.

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Commercial Terminal Warehouse Company

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Modern Merchandise Warehouses

A dependable agency for the
distribution of merchandise
and manufactured products.



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Sprinklered storage—
1,050,000 square feet.
Miso. and Furniture.
Switch track capacity—
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Nine warehouses conven-
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Loans made against nego-
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Trucking Department op-
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Insurance Rates 12¢ to
46¢.



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An able servant to the PORT OF NEW ORLEANS
Complete warehousing facilities—Distribution—Weighing—Forwarding—Fumigat-
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Sprinklered Risk.

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McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

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Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

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Atlantic Storage & Warehouse, Inc.

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MEMBER



Warehousing and Distribution of General
Merchandise except
goods detrimental to foodstuffs

Modern construction

Sprinkler system protection

Insurance rate 16 1/2¢

A.D.T. Automatic Burglar System

Storage in transit privilege on flour, canned
goods, potatoes, paper and paper bags

Warehouse space for rent, office or desk room

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NEW ENGLAND COLD STORAGE

DIVISION GENERAL ICE CREAM CORPORATION
329 Commercial St., Portland, Me.NORMAN H. MAYO
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Manager

Ideal storage for case eggs.
Freezers for canned eggs, meats, butter.
Export docks near.

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For Details See Directory Issue
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Baltimore's Most Modern Merchandise Warehouses
Rail and Water Facilities
Pool Car Distribution—Storage—Forwarding
Private Siding Western Maryland Railway

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BALTIMORE STORAGE CO., INC.

N. W. Cor. Charles and 26th Sts.

MODERN FIREPROOF WAREHOUSE. EVERY FACILITY FOR
THE HANDLING OF YOUR SHIPMENTS.Exclusive Agents Maryland and Vicinity for
AERO MAYFLOWER TRANSIT CO.

Vans Coast to Coast

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CAMDEN WAREHOUSES

Operating Terminal Warehouses on Tracks of

The Baltimore & Ohio Railroad Co.

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Storage—Distribution—Forwarding

Tobacco Inspection and Export—Low Insurance Rates

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Your Clients Efficiently Served

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MOTOR FREIGHT SERVICE

Household Goods

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Merchandise

Member of N.F.W.A.—Md.F.W.A.—Md.N.Y.A.

Agent for Allied Van Lines, Inc.

BALTIMORE, MD.



VAN LINES

&

FIRE-PROOF STORAGE WAREHOUSES

524 to 534 WEST LAFAYETTE AVENUE

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The Most Complete Moving and Storage Organization in Baltimore.
MERCHANDISE and HOUSEHOLD GOODS—Two Warehouses con-
veniently located—Packing—Crating—Lift Van—Local drayage—
desk space. Long Distance Moving to all points.—Certificate
granted—MC-52452.

Tariff-Independent Movers' and Warehousemen's Assoc.

The Story of Insurance

(Concluded from page 22)

of the company. These companies generally charge the rates established by the local rating boards, although some require substantial cash deposits not related to the board rate. The growth and success of this type of insurance carried during the past 20 yrs. has resulted in their establishing rating bureaus of their own, but these bureaus generally follow the rates established by the stock companies. Most of these companies sell directly to the purchaser in contrast to stock companies which sell through agents or brokers. The saving in their sales expense, the saving in the sums contributed by the stock companies in supporting the activities of the National Board of Fire Underwriters and other similar boards together with a differential in taxation that they enjoy, enable them to pay dividends to their policyholders. This creates an ever-present stimulant to stock companies to provide insurance at a lower rate.

There is still a 3rd type of insurance carrier, known as reciprocals. Each member of a reciprocal group, through an attorney in fact, actually becomes engaged in the insurance business as an underwriter, being liable for an agreed percentage of any member's loss, compared to the limited liability of an insured with a mutual company. These groups require the members insured to make substantial deposits with the attorney, not related to the board rates applying to their property, but more in proportion to the percentage of liability they are assuming on the risks of the other members of the reciprocals. This class of insurer has not prospered in comparison with stock or mutual companies.

Probably few of our readers appreciate what a sizable percentage of the national income insurance premiums represent. In 1939, the income of 96 per cent of the life insurance companies in this country was \$5,849,810,000. When we add another 2 billion dollars for the premiums written by fire and casualty companies, this comes close to 15 per cent of the total national income of \$69,300,000,000 in 1939. When it is considered that the assets of the fire insurance companies in 1939 were about 3 times their premium income, and the casualty companies' assets were almost double their premium income, you have some conception of the place that this industry occupies in the business of this country; compared, for example, with the automotive industry which in 1939 accounted for 5 per cent of the national income.

This subject, I believe, is of particular interest at the present time, due to the investigation being made by the Federal Government under the Temporary National Economics Committee.

I.C.C. Rate Decision on Texas Peanuts

The Interstate Commerce Commission has entered an order approving the application filed by the Panhandle & Santa Fe Railway Co. of Texas and other railway carriers for authority to establish and maintain interstate rates on peanuts, shelled or unshelled, in carloads, between points in Texas without observing the long-and-short-haul provisions of the Interstate Commerce Act. This is to equalize rates between truck and rail between Carbon, Texas, the principal peanut growing section, and Dallas and other points in the State.—Smith.

3 New Members in Cold Storage Div.

The Heil Co., Burlington, Iowa; L & B Cold Storage Co., Elgin, Ill.; and the Merchants Cold Storage Co., Jacksonville, Fla., have become members of the cold storage division of the American Warehousemen's Assn.

BALTIMORE, MD.

McCORMICK WAREHOUSE COMPANY LIGHT AND BARRE STREETS, BALTIMORE, MD.

Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service.

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TERMINAL WAREHOUSE CO.

Operating four Modern Warehouses on tracks of Pennsylvania Railroad Company.
Resources \$750,000
Trucking A.D.T. Watchmen
Pool Car Distribution
Financing Bonded Space
Represented by Associated Warehousemen, Inc., New York and Chicago

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38 STILLINGS ST.

GENERAL MERCHANDISE STORAGE
Central Location—Personal Service
Pool Car Distribution

Protected By
A.D.T. Service

Member
Mass. Warehousemen's Assn.

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Established 1896
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Member May W. A.

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ALBANY TERMINAL STORES

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FITZ WAREHOUSE CORPORATION

Successors to Fitz Warehouse & Distributing Co.

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Free and Bonded Space Pool Car Service

Rail and Motor Truck Deliveries to All Points in New England

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Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

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Warren Bridge Warehouse, Charlestown, Mass.

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A. WALTER LARKIN

Pres.

C. F. COWLEY, Asst. Treas.

J. L. KELSO COMPANY

Established 1894

General Merchandise Warehouses

UNION WHARF, BOSTON

Free and Bonded Storage

Connecting all railroads via

Union Freight Railroad Co.

A.D.T. Service

Motor Truck Service

Member of Mass. W. A.

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MERCHANTS WAREHOUSE CO.
453 COMMERCIAL STREET

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One of the Chain of Tidewater Terminals
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STORAGE IN BOSTONUnexcelled Facilities for General Merchandise Storage
Out of the Congested Areas

ALSO BRANCH OFFICE FACILITIES.

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BOSTON, MASS.

WIGGIN TERMINALS, Inc.

50 Terminal St.

Boston (29)

Mass.

STORAGEB. & M. R.R.
Mystic Wharf,
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E. Street Stores
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ESTABLISHED 1830

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P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

TRUCKING & STORAGE

BOSTON & MAINE R.R. SIDING

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NEW BEDFORD, MASS.
PROVIDENCE, R. I.
NEWPORT, R. I.Direct B. R. Siding N. Y., N. H.
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Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

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Local and Long Distance Trucking

LYNN, MASS.

LYNN STORAGE WAREHOUSE CO.

154-156 Pleasant St.

The only Fireproof warehouses on the North Shore complete
with every facility and private sidings for the storage and
distribution of merchandise, automobiles and household
goods. 100,000 sq. feet of space.

Distributors—Packers—Shippers—Movers

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T. ROBERTS & SONS, INC.

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
Household Goods Storage—Packing—Shipping
Merchandise Storage and Distribution
Pool Car Distribution

DIRECT R.R. SIDING

B. & A. R.R. OR ANY R.R.

SPRINGFIELD, MASS.

**ATLANTIC STATES WAREHOUSE AND
COLD STORAGE CORPORATION**
385 LIBERTY ST.General Merchandise and Household Goods Storage. Cold Storage for
Butter, Eggs, Poultry, Cheese, Meats and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and B. & M. R. R.

Daily Trucking Service to suburbs and towns within a radius of fifty
miles.

Member of A.W.A.—M.W.A.

A.T.A. Convention

(Concluded from page 11)

Indicative of the close cooperation the trucking industry is already offering national defense leaders, A.T.A. general manager John V. Lawrence disclosed in his annual report that the A.T.A. traffic committee will meet with Army and Navy officials in Washington on Dec. 6 to discuss how the trucking industry may best serve the Nation's needs in traffic matters.

A resolution adopted urged the removal of barriers between States and the establishment of free and unobstructed communication across State lines in the interest of both national defense and the highway transportation industry. The resolution incorporated a plea for "complete highway reciprocity," explaining the term to mean that whenever any motor vehicle engaged in interstate commerce has been duly registered in any State and all taxes have been paid, such vehicle shall be exempt from assessment or any further taxes in any other State.

A report of the Carrier Classification Committee was submitted for consideration, without action being taken on it. The report urged the need for a classification of carriers, including carriers with "grandfather" rights. In reference to the latter the report stated:

"The present committee does not agree that it will be impossible to classify carriers with 'grandfather' rights. It is of the unanimous opinion that the present compliance orders, certificates and permits must be classified and that a classification must be used in the clarification proceedings. It is the further contention of the committee that it is essential that immediate consideration be given the subject."

The report stated that the committee is concerned with the further reclassification of the present statutory classes of carriers—common, contract, private and exempt carriers.

"We are agreed," the report read, "that this further classification must be made as to the type of service rendered and that a carrier's operations may place him in more than one classification."

Upon recommendation of the Policy Committee, the convention voted to split Region 6 into 2 divisions, one to include Illinois and Indiana as Region 6; the other to include Ohio and Michigan as a new region designated as Region 13.—Herr.

**Detroit Chamber Survey Shows
Adequate Transport Facilities**

Detroit rail traffic in 1940 will amount to about 23½ million tons, according to Allen Dean, manager of the Transportation Bureau of the Detroit Board of Commerce. Mr. Dean, in reporting on a survey of the bureau, stated that in 1926 the Detroit railroads handled 38¼ million tons without difficulty, thus leaving a safe margin for whatever increased commercial activity that may result from the war-born prosperity.

The bureau study finds that it was not a shortage of car supply that plagued the Nation in World War I, but rather a complete breakdown in distribution of the 2¼ million freight cars, through the absence of a central agency to coordinate the services of the various lines and administer the distribution of equipment.

The report points out that the railroads have had 20 yrs. of freedom from car shortage because of the plenary power over equipment distribution which is now vested in the car service division of the Association of American Railroads.

Though the railroad plant has physically shrunk in size since 1918, its capacity to handle traffic has actually increased.—(Continued on page 64)

SPRINGFIELD, MASS.

F. G. Mooney, Pres. J. G. Hyland, V-Pres.

HARTFORD DESPATCH
and WAREHOUSE CO., Inc.

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
Members: NFWA-AWA-ACW-AVL Agents

DETROIT, MICH.

DETROIT STORAGE CO.

Established 52 Years

**STORAGE WAREHOUSES
ALL OVER DETROIT**Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

2937 East Grand Boulevard

Telephone Trinity 2-8222

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SPRINGFIELD, MASS.

MEMBER

**J.J. Sullivan The Mover, Inc.**
Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,
Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks

DETROIT, MICH.

**Central Detroit Warehouse**Located in the heart of the wholesale and jobbing
district, within a half-mile of all freight terminals.
Modern buildings, lowest insurance rate in city.**Michigan Terminal Warehouse**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered,
serving the west side of Detroit and the city of
Dearborn. Specializing in heavy and light package
merchandise and liquid commodities in bulk. Con-
nected directly with every railroad entering the city.**Central Detroit Warehouse Co.**

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 826
Chicago, Ill.—33 W. Jackson Blvd.—Room 1010

DETROIT, MICH.

Established 1935

COMMERCIAL WAREHOUSE, INC.

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing dis-
tricts. Private siding 8 car capacity on the Mich. Cent. R. R.
U. S. Int. Revenue and Customs bonded pool car distribution.
Motor Freight Terminal. Storage and office space for lease.
Represented by Distribution Service, Inc.**ATTENTION
SHIPPERS**D and W is edited for
you. Follow the ever-chang-
ing trends in distribution. Tell
us what you like editorially and what
you don't like.

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**Henry & Schram Storage &
Trucking Company**

"The Warehouse of Service"

MERCHANDISE STORAGE—GENERAL TRUCKING
CAR LOAD DISTRIBUTIONPrivate Siding on
Wabash—Canadian Pacific—Pennsyl-
vanian—Pere Marquette Railways
A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection
"Your Interests Are Always Ours"1941-63 W. Fort Street
DETROIT, MICHIGAN

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

DETROIT, MICH.

**JEFFERSON
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

MERCHANDISE WAREHOUSING
and DISTRIBUTION

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

Established 1882

**RIVERSIDE
STORAGE & CARTAGE CO.**

Cass & Congress Sts., Detroit, Mich.
Household Goods and Merchandise Storage
Moving—Packing—Shipping
Personal Service Guaranteed
Members—A.W.A.—N.F.W.A.—Allied Van Lines



DETROIT, MICH.

AN ASSOCIATED

Member—Associated Warehouses, Inc.

In
Greater
DETROIT
THE BEST IS
★ **U.S.** ★

A modern, financially sound warehouse offering unexcelled facilities for both dry and cold storage. Fireproof construction, located on the Michigan Central railroad in the heart of Detroit's markets. Pool car service. Storage in Transit privileges. Desirable office space available for your Detroit headquarters.

UNITED STATES WAREHOUSE COMPANY
1448 WABASH AVENUE PHONE RANDOLPH 4730

DIVISION OF
UNITED STATES COLD STORAGE CORPORATION
OPERATING
UNITED STATES COLD STORAGE & ICE COMPANY
CHICAGO

UNITED STATES COLD STORAGE COMPANY KANSAS CITY UNITED STATES COLD STORAGE COMPANY DALLAS
UNITED STATES WAREHOUSE COMPANY DETROIT

UNITED STATES
COLD STORAGE
CONVENTION

CHICAGO DALLAS DETROIT KANSAS CITY

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

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STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER CO.**Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru Columbian

Represented by: NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 8-0968 1525 NEWBERRY AVE. MOH.3531

LANSING, MICH.

Established 1919

**FIREPROOF STORAGE CO.**

430-440 No. Larch St., Lansing, Mich.

Merchandise and Household Goods Storage

—Modern Fireproof Building—
Pool Car Distribution—Private Siding
P.M.R.R.Trucks for Local Deliveries
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LANSING STORAGE COMPANYThe only modern fireproof warehouse in
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS**

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SAGINAW, MICH.

BRANCH HOUSE SERVICE

... AT WAREHOUSE COST

- It is possible here to secure the same high-grade service you would expect in your own branch warehouse, but at less expense and without worry or trouble.
- Saginaw is a distribution point for Northeastern Michigan. Every merchandise warehouse facility is available at Central-Warehouse Co.
- Merchandise storage, cartage, pool car distribution, daily direct service to all points within 75 miles by responsible carriers.

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**ATTENTION
ALL READERS**

Some of you are not yet aware that D and W is now edited primarily for the USER of public warehouses; the warehouse customer or prospect.

Better Selling Methods for Materials Handling

(Continued from page 19)

sults in more traction than is obtainable by the old method of steel wheels being driven on steel trackage. The monotractor can pull a loaded 2,000-lb. hoist up an 18 per cent grade.

In addition to its pulling ability, the monotractor eliminates track wear and pitting which sometimes is caused by the spinning of steel wheels on steel track in the same manner that the wheels of a heavily loaded locomotive spin on railroad track.

Automatic monorail systems have many advantages to offer if used under the proper conditions. Fig. 4 shows an automatic monorail system which is an outgrowth of the monotractor. In this illustration the roll of cloth is placed on the cradle in one of 2 adjacent buildings. The operator presses a button and the cycle begins:

1. The hoist raises the load to a limit previously set.
2. The monotractor starts the load traveling along the monorail, through a light covered bridge erected over a railroad siding, and into the building pictured. A precision stop is made at a set point.
3. The hoist lowers the load.
4. The cradle is so constructed that the roll of cloth is thrown out of the cradle onto a short conveyor.
5. The roll moves down the conveyor and is ready for its next process.
6. The empty hoist raises and returns to its loading point.

The above cycle formerly occupied the time of 4 men and it was necessary to spot an empty freight car so that these men could stevedore their loads across the siding. The savings during the first year alone was more than enough to pay for the equipment.

There are many other important developments which should prove interesting to both large and small industries.

The small capacity electric hoist, Fig. 5, capable of lifting loads of 250 to 750 lbs., has recently been placed on the market. Many of these hoists sell for less than \$200 and open up an entirely new field for this type of handling. The lower cost allows smaller manufacturers to relieve their help of back-breaking jobs and at the same time they usually effect enough savings to pay for the equipment.

The new Johns conveyor for bulk handling, Fig. 6, is a space saving conveyor which will do astonishing things with free flowing materials within its range. This conveyor consists of a hollow rubber tube which is split longitudinally into 2 sections. A continuous chain is molded into each half of the tube. Instead of the material flowing through the tube as in an ordinary pipeline, this time the material does not flow but rather the tubing moves, carrying the contents. In this manner the material can be transported quickly, easily and with a minimum loss of space.

The conveyor tube is run over a series of sheaves, similar to a rope drive. When loading, the 2 halves of the tube are separated, one-half runs over a sheave and under a feeder or hopper to receive its load. It is then joined to the other half by interlocking tongues and grooves and is twisted as a further seal. At the discharge, the tube is broken open by the pressure of a vibrating roller.

The Dempster-Dumpster, Fig. 7, is still another worthy method of handling. This unit is ideal for handling waste, dirt, rock and other similar materials. The unit will handle the drop-bottom type of box as well as the tilt and tip-over type. The container can be spotted by its truck for convenient loading and later

MINNEAPOLIS, MINN.

A.W.A.—N.F.W.A.—Minn. N.W.A.

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Minneapolis Midway St. Paul

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Merchandise warehouse completely sprinklered—U. S. Custom and State Bonded. Pool cars distributed.

Close to metropolitan Minneapolis and St. Paul, Northwestern Terminal places at your disposal 15 trucks, 10 tractors and 35 semi-trailers—complete motor equipment.

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MERCHANDISE STORAGE
For Distribution Throughout the Entire Northwest
200,000 Square Feet—Free Switching—Centrally Located
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100 trucks available for pick up and delivery service.

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Complete Warehouse Facilities for Storage & Distribution

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Modern Buildings. Private Siding COWRR Co.
MOTOR TRUCK SERVICE
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A COMPLETE WAREHOUSING SERVICE
Merchandise Storage — Cold Storage
Pool Car Distribution
Industrial Facilities

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100 Broad St. NEW YORK CITY
825 Third St. SAN FRANCISCO Phone: Sutter 3461
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WAREHOUSE CO.
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BONDED WAREHOUSEMEN
 Complete Warehouse Facilities for Storage and Distribution
MERCHANDISE
 Experienced Organization and Equipment for
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HOUSEHOLD GOODS
 Modern Buildings, Sprinklered, Private Siding ICCR Co.,
 Low Insurance Rate
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Successors to Tennes Transfer & Storage Co.

1027-41 Virginia Ave, Joplin, Mo.

Distribution and storage of merchandise
 Fireproof warehouses—Motor van service
 On railroad siding—Lowest Insurance rates

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Distribution Cars are so handled as to
 carefully safeguard your own interests
 and those of your customers.

Three Fireproof Constructed Warehouses
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 via rail or daily motor service to entire Southwest.

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 LOWEST INSURANCE RATES
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 BEST RAILROAD FACILITIES
 IN THE HEART OF THE FREIGHT
 HOUSE AND WHOLESALE DISTRICT

Operating
 Brokers' Warehouse, Security Warehouse, Terminal Warehouse

KANSAS CITY, MO.

Character Capacity Capability

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STORAGE ➤
DISTRIBUTION ➤

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The Only Way Transfer & Warehouse Co.
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 Two Sprinklered
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CARTAGE
 Local Hauling
 Modern Trucks

POOL CARS: Large enclosed Terminal for unloading Cars. Prompt Service.

picked up for delivery to the construction job. One truck can service an unlimited number of boxes and the investment tied up is small. Loads up to 6 cu. yds. are handled with standard equipment. Experience has proved a saving of up to 60 per cent of the loading and hauling costs.

Materials handling methods and equipment are moving forward, and since handling costs amount to as much as 50 per cent of the cost of manufacture, it will certainly pay to investigate your problem.

Detroit Chamber Survey

(Concluded from page 60)

ally increased. There are 35 per cent less locomotives, but their average pulling power has increased 42 per cent. Likewise, those engines travel far greater distances each day at considerably more miles per hour, thus substantially increasing the miles per engine day.

It is true that total freight car capacity is now only about 90 per cent of what it was in 1914 and 82 per cent of 1918. However, the size of freight cars has increased from 39.1 tons per car to 49.7 tons; and what is more important, those heavier loaded cars are moved in longer trains at 45 per cent greater speed. An increased movement of one mile per car per day has the effect of increasing the existing car supply by 70,000 cars.

Railroad tonnage in 1939 was less than in 1914 by 20 per cent and under 1918 by 35 per cent. World War I traffic was not the peak of rail business. In 1926, the railroads handled 8½ million more cars than in 1918 and with no sign of equipment shortage. An increased commercial activity, including war orders, is expected to show a 20 per cent increase in industrial production in 1941. That would bring the Nation's rail tonnage to about one billion tons as compared with 1 1/3 billion tons in 1929. (Cars loaded were greatest in 1926, but tons handled reached a peak in 1929.)

Since the last war, motor truck service has grown to a place in the national transportation system that is measured by 40 million ton-miles of operation, constituting about 10 per cent of the total for the country. In 1917, there were but 326,000 trucks registered in the United States. On Dec. 31, 1939, there were over 4¼ million motor trucks, which with trailers and various other units, makes for a total of 5½ million.

Every bulk freighter on the Great Lakes is now in service. Ore tonnage for 1940 will reach somewhere between 63 million and 65 million tons as compared with 62½ million tons in 1917 and 61 million tons in 1918. This tonnage, as well as the 45 million tons of lake cargo coal, have been handled by the railroads to and from the boat docks without equipment shortage or delay.

The Nation's world trade as reflected by traffic at American ports is now 90 per cent of the World War peak. For the first 8 mos. of 1940, the volume of freight handled at the ports, Hampton Roads and North, was about 92 per cent of the same period of 1929, the year of heaviest rail traffic in the United States. It was 195 per cent of that in the same months of 1939.

Bean Growers to Increase Crop in Michigan

It is reported that Michigan bean growers, who this year produced 3,500,000 bags, are planning increased plantings next year on the strength of the expansion of the United States army.

Beans, traditional staple of fighting men, are listed as one of the principal components of the army's field rations. About 1,000 carloads of Michigan beans were taken last year by the Federal Surplus Commodities Corp.

KANSAS CITY, MO.

Established 1926

THE H. H. SMITH STORAGE CO.
1015-19 Mulberry St.**Merchandise Storage—Drayage—
Pool Car Distribution**

Private sidings U.P. and C.B.&Q. Rys.

KANSAS CITY, MO.

Morris M. Stern, Pres. & Treas.
Norman J. Sipe, V. P. & Secy.**WALNUT WAREHOUSE, Inc.**
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"Right in the Midst of Business"

Most modern warehouse in Kansas City with excellent facilities for efficient service.

Catering to national accounts.

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1891 1941

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Even the city is compact, when viewed from our location—all the important business districts can be reached in 15 minutes. We operate a continuous distribution service, city wide and county coverage, with an up-to-the-minute fleet of motor trucks.

Consign cars to yourselves in our care via any railroad entering the city. Terminal Railroad Association delivery: Reciprocal Switching.

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ST. LOUIS, MO.

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LONG SERVICE**
from shipper
to market

**COMPACT
COMPLETE
COMPETENT**

ST. LOUIS, MO.

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WAREHOUSE, INC.**
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200,000 Sq. Feet of Service
BONDED Low InsuranceMerchandise Storage and
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Lowest Insurance Rates Twenty-five acres of space
Consolidated freight depot in our building, serving all 15
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Covered railroad docks, capacity 100 cars daily.

Spacious truck docks facing wide streets to speed up service
locally and beyond.

State and U. S. Custom bonded.

Twenty floors office space in connection.

Our prices comparable with other warehouses in this territory.

Storage available on lease or tariff basis

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Warehouse Division.

12th Blvd. at Spruce St.

St. Louis, Mo.

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"SERVICE THAT EXCELS"

Organized to serve you satisfactorily.

200,000 square feet storage space.

A.D.T. Protection—Low Insurance Rates

Sheltered delivery platform city block long.

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Pool car distribution—Liquor storage.

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Distribution Center for Western Montana

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General Storage

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Freight Terminal

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Distribution Specialists for 35 Years

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1940

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We operate Thirty Trucks and have connections to all points in the State.
Our buildings are clean, both Fire and Non-Fireproof, located on the lines
of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering
either city, absorbing switching.
We are Bonded by the State—Our Rates are reasonable. We solicit your business
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Lincoln, Nebr.
301 N. 8th StreetGrand Island Storage Co.
Grand Island, Nebr.
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LINCOLN, NEBR.

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WAREHOUSES FROM THESE
COLUMNS—THEN TELL THEM SO.
THEY WILL APPRECIATE IT

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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 Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low Insurance. Sidings on I.C. R.R. and U.P. R.R. U. S. Customs Bond. General Merchandise—Cold Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.
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 Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.
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 Agents for Allied Van Lines, Inc.

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Make Our Warehouse Your Branch Office for Complete Service in New Hampshire
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CONCORD, N. H. Bonded Storage Warehouses
 Offices 624 Willow St.
 General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities. Pool Car Distribution.
 Direct R. R. Siding, Boston & Maine R. R.

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Manchester, N. H. — Concord, N. H.
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 Moving—Packing—Shipping—Rigging

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 Stipulated & Non-Stipulated Warehouses
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Main Office — 14th STREET

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 General Merchandise Storage and Distribution
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 Correspondence Invited

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27 million cubic feet of office, manufacturing and warehousing space in the heart of America's greatest industrial center—metropolitan New York.
 Warehousing... Industrial Space... Cold Storage... Bonded Stores... Storage in Transit... Distribution and Transshipment.
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STORAGE WAREHOUSE COMPANY
 96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET
 Wm. R. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.

Waterways and Terminals

(Continued from page 23)

Rails See Canals As Problem

Some aid in meeting the competition of coastal and intercoastal ships but little in meeting that provided by the Great Lakes and by subsidized canals, is expected by railroad men to result from the enactment of the Transportation Law of 1940. Ostensibly, the law purports to regulate all forms of water carriers, but exemptions in it leave the railroads unprotected in the hauling of many important commodities.

For example, the law specifically exempts tank steamships from regulation where these vessels do not carry other additional freight. Since the amount of other freight carried by an oil tanker usually is negligible, this means that to all intents their operation is unregulated.

Exempt from the law also are shipments of commodities in bulk by water where not more than 3 bulk commodities are moved at the same time. Two or more barges in tow are considered a single vessel under this provision, which, it is complained, provides little relief from competition made possible by waterways such as the New York Barge Canal, which is subsidized by the State and charges no tolls.

Petroleum and its products, virtually all moving in bulk, provided 45 per cent of the tonnage of the canal last year. Wheat, another bulk cargo, accounted for 6 per cent and all grains for nearly 11 per cent. Pig iron and billets came 3rd in the list, with a ratio of 7 per cent. Since "billets" include castings for shells, which might be construed as manufactured parts, this figure is susceptible of modification, although the billets are handled in bulk the same as iron in pigs.

Chemicals, drugs and like items rank 4th in the canal's tonnage at 5 per cent, but some of them may be carried in bulk. Canned food products, obviously package freight, account for less than 1 per cent of the traffic. Sugar, generally moved as package freight, and miscellaneous manufactured products, for 2 per cent each.

Although the law provides for the regulation of both common and contract carriers, unless otherwise exempt, most contract carriers on the canal move bulk shipments. Canal carriers owned by large manufacturing

companies, therefore, in most cases would be exempt, except when they might pick up some package freight for a "return load" after having made delivery of the commodity for which essentially they were built.

Railroads in competition with coastal ships are more optimistic concerning the effect of the law upon them. The carriage of perishable freight between Florida and Northern points has provided plenty of competition between rail and water and, since refrigerated fruits and vegetables, with only negligible exceptions, would be considered package freight, this situation would be affected by the law.

However, the law will help the railroads to compete for such package freight as canned goods, sugar and even silk that moves between the coasts by water. At one time, when it commanded a better price, silk moved East by fast trains run on passenger schedules. With prices at present levels, ships sometimes are fast enough.

Intracoastal Canal Drive

The Intracoastal Canal Assn. of Louisiana and Texas is launching an intensive 3-yr. program on Jan. 1 with the objective of extending the intracoastal canal to the Rio Grande Valley. Completion of the canal as now planned is expected by the middle of next year, the current project carrying the waterway to Corpus Christi. At a recent meeting of United States engineers in Harlingen, briefs were presented, stressing the commercial importance of the waterway.

Menominee Expects Gain in Beet Output

Production at the Menominee Sugar Co., Green Bay, Wis., plant, which got under way Oct. 1, and will extend into January, is expected to be from 40 to 50 per cent higher than last year, at 22,550,000 lbs. of sugar, 4,500 tons of molasses and about an equal amount of beet pulp.

The refinery will this year turn out a new by-product, a clarifier lime to be sold to farmers as a fertilizer and "soil sweetener," according to R. E. Lies, manager of the refinery.

Ask Bids for Barges

The Inland Waterways Corp., Federal Barge Lines, will open bids on Dec. 2nd at the New Orleans offices for the construction of 2 welded steel terminal barges.

Milwaukee Shipping Increase

Shipping at the municipal dock in Milwaukee has increased sharply this year, C. U. Smith, harbor manager, reported. Up to Oct. 1, 240,623 tons were cleared through the dock, compared with 104,205 tons in the same period last year. As a result, it is estimated that 348,000 tons will be moved through this year against 192,900 tons last year. Adding traffic through other city docks leased to private shippers, a total trade of 695,000 tons is anticipated or 176,000 tons heavier than in 1939.

5,000 Inland Boatmen Gain Union Contracts

Recent negotiations by the National Maritime Union, affiliate of the Congress of Industrial Organizations, have placed 5,000 inland boatmen and allied workers under union contract, it was announced recently.

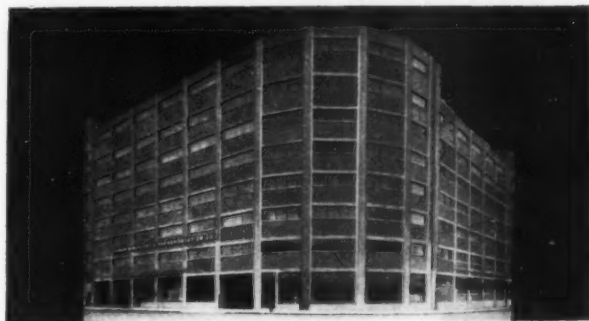
Felix Siren, national organizer for the Inland Boatmen's Division of the N.M.U., said that wage increases and other gains had been won in recent months for more than 2,000 men on inland waters.

Most of the contracts cover from 80 to 150 men working on 4 to 8 boats. A notable exception is the Federal

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1891 1941

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"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

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ELIZABETH BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 5¢ up to 16.7¢. Siding on Penn. R.R. Cap. 30 cars. Sheltered motor plat.; Cap., 30 trucks.
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Chas. A. Dine
 President

Established 1919

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AND TRANSPORTATION CO., INC.

NEWARK, N. J.

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General Offices: 110 Edison Place, Newark, N. J.



In the heart of Newark — serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

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with their every-month messages to these

28,000 BUYERS of

Services — Supplies and Equipment

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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SPRINGER TRANSFER COMPANY
ALBUQUERQUEOperating the Only Fireproof Storage Warehouse
in New MexicoComplete and efficient service in distribution, delivery
or storage of general merchandise or furniture.

Member of N.F.W.A.—A.W.A.

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Albany Terminal & Security Warehouse Co., Inc.

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Storage for every need. Pool cars a specialty. Avail-
able storage space for rent if desired. Direct track con-
nections with all railroads running into Albany.Member { American Chain of Warehouses
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Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates
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BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.
250,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.
Sprinkler system A.D.T. Watchman. Insurance rate 1.25. Private siding
N.E.D.T.R.R. switching to and from all lines entering N. Y. Harbor. Capacity
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SERVICE FEATURES—U. S. Customs Bonded. Pool car distributors. Motor
Terminal and transport service; fleet of motor trucks serving metropolitan area
daily—Licensed and bonded trucks maintained to transport liquors and imported
merchandise. Dry storage and temperature controlled rooms. Dock facilities for
lighters and barges. See Newark, New Jersey for additional facilities.Barge Lines, employing some 700 men on 28 vessels,
plus more than 1,000 longshoremen.As a result of the union's activities on the Ohio,
Mississippi, Missouri, Illinois and Warrior Rivers,
wages have been increased 20 to 25 per cent in many
cases during the last few months, Mr. Siren said.
Where wages were adequate, other improvements in
conditions were gained.**Eastman Predicts "Permanent"
Unit to Succeed I.C.C.**An all-transport agency to succeed the I.C.C. was
predicted by Joseph B. Eastman, chairman of the
I.C.C., in a speech before the Transportation Club of
Buffalo, N. Y., Nov. 12. He also stated that some
authorities expect to see transportation companies in
the future with all-inclusive operations. In this regard,
he stated:"They look forward to the day when we shall have, not
railroad companies or other operators of one particular type
of carrier, but transportation companies operating all types,
able to give the public any kind of service it wants, and
utilizing every means of carriage singly or in combination
as the demands of economy and efficiency may require."In outlining the industrial investigation to be under-
taken by a board set up for the purpose by the trans-
portation act of 1940, Mr. Eastman said:"I doubt whether with the act of 1940 we have reached
the end of transportation legislation. The conclusion might
be reached, after the board has made its report, that it is
desirable to have, in lieu of special and sporadic investiga-
tions of transportation matters, a permanent agency not
burdened—as the Commission is—with a mass of regulatory
duties; equipped for continuing study of the broader phases
of the transportation problem, and available at all time for
advice and help, not only to the President and Congress, but
also the carriers and the shippers."T. M. Woodward, vice-chairman of the U. S. Mari-
time Commission, stated that the Commission's present
building program will give the Nation by the end of
1948 "a fleet of 500 merchant vessels of all necessary
types—cargo, cargo-and-passenger, and tanker—none
of which would be over 10 years old."**S.W. Rails Ask for
6-Cent Sugar Reduction**According to the Chicago Journal of Commerce, the
Southwestern railroads have filed application with the
I.C.C. asking 4th section relief to establish carload
sugar rates, minimum 60,000-80,000 lbs. from Texas
producing points which are 6 cents per 100 lbs. lower
than existing rates.Destinations involved are along the West bank of the Mis-
sissippi River from Dubuque, Iowa, to St. Louis; then via
the Baltimore and Ohio to Flora, Ill.; then air line to Newton,
Ill.; then via the Big Four to the Illinois-Indiana State line,
north to Chicago; then via the shore line of Lake Michigan
to Milwaukee; then via the C. M., St. Paul & Pacific to Mad-
ison, Wis.; then the Illinois Central to the Illinois State line;
then West to Dubuque, Iowa. Also destinations in Illinois
South of the foregoing described territory.It was stated in the application that on Sept. 20, the
Federal Barge Lines and the Mississippi Valley Barge
Line announced that effective Dec. 1, 1940, their port-
to-port rates on sugar from New Orleans to Missis-
sippi River, Illinois River and Ohio River ports would
be reduced by 6 cents.They added that the subject was considered at a sub-
sequent meeting of Western traffic executives and it
was concluded to make the same reduction in rates
from Transcontinental, Southwestern, Montana, North-
ern and Western Trunk Line territories to the destina-
tions covered by the present applications. The Southern
lines, the petition stated, have likewise concluded to
make the same reduction in rates from Gulf and South
Atlantic ports including New Orleans, to the same
general territory.The Southwestern carriers asked for immediate relief
in order to maintain competitive rates from Texas
origins.

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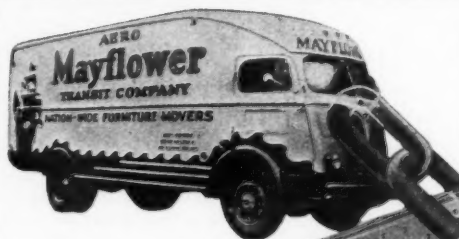
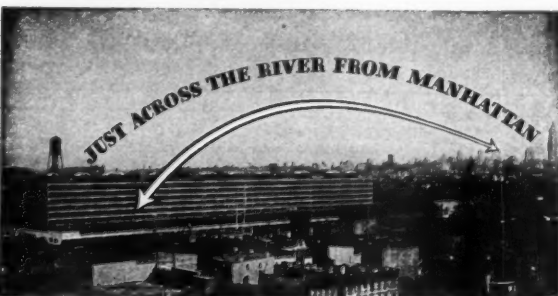
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NEW YORK CITY

Warehousing & Hide Surplus

(Concluded from page 27)

refrigerated warehouseman has small shipments of hides sent to him from non-refrigerated storage because deterioration has been discovered. By proper treatment and placing in the regulated temperature, this deterioration, usually from bacteria, is arrested and loss of hides prevented or greatly minimized.

The extent to which refrigerated warehousing of hides may expand, would appear to depend largely on international developments in the Western hemisphere policies of the Nation. At the same time, it should not be overlooked that refrigerated storage of even the most hardy of perishables is a trend of the times, and even without international surplus hide problems, refrigerated hide-warehousing may spread to other United States ports, areas of domestic hide accumulation and to tanners' stocks.—Herrick.

New Literature

Wm. F. Klemp Co., 6601 So. Melvina Ave., Chicago, has a new catalog, convenient in size for filing and having a handy tab with A.I.A. classification for quick reference. It describes Diamond grating, steel stair treads, Hexteel heavy-duty surface armor, and Klemp-Acme Floorsteel, with tables of safe loads, and information on assembly and recommended fillers. The catalog is completely illustrated with photographs and diagrams of Kemp products. A copy may be obtained by writing to DandW, or to the manufacturer direct.

Exact Weight Scale Co., Columbus, Ohio, has a new piece of literature that will prove of general interest. It is titled "The Story of Modern Industrial Weighing" and is profusely illustrated to show the many types of industrial scales that are used. Exact weight scales are serving some 50,000 corporations, firms and individuals.

Union Barge Line Corp., Pittsburgh, Pa., has just issued a 32-page booklet summary of information on the Allegheny, Monongahela, and the upper Ohio Rivers. This booklet lists the river terminals, records and water distances and gives such data as the height of spans and the size of dam locks. This tabular information is supplemented by sectional, detailed maps of the 3 rivers. There is also a comprehensive mileage chart of the nautical distances between cities located along the Mississippi River and some of its tributaries, including ports on the Louisiana and Texas intracoastal waterway. The facilities of the Union Barge Line are described and illustrated, and there is a report on the Flood Control Plan as it affects the greater Pittsburgh area. Copies of the bulletin, which is titled "List of River Terminals and Distances," will be supplied upon request.

"Productivity, Wages and National Income" is the title of recent literature published by the Brookings Institution, Washington, D. C. This pamphlet is a digest of a study that was financed under a grant by the Maurice and Laura Falk Foundation of Pittsburgh, which also backed "Government and Economic Life," an interpretative summary issued by Brookings.

Blaw-Knox Co., Pittsburgh, Pa., has prepared 2 comprehensive catalogs on its clamshell buckets. Several hundred individual bucket specifications are involved. These have been designed with a systematic relationship between units according to the service planned, and

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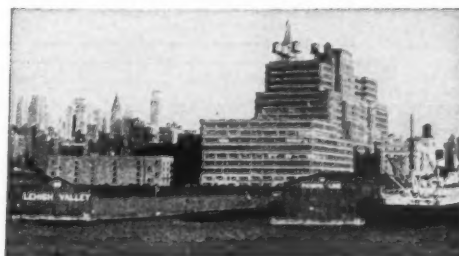
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 DAILY, STORE-DOOR, MOTOR FREIGHT SERVICE TO ALL NEW YORK STATE POINTS
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the complete range accommodates operating conditions in a wide field of service. Copies of the catalog will be furnished upon request.

Lyon Iron Works, Greene, N. Y., has just issued its bulletin No. 117, in which is described its hydraulic lift truck for pallets of the double and single-faced types. A feature that is described is the hydraulic release lever on the handle, a Lyon patent, which enables gradual lowering of the load either full or partial distance, or holding the load at any desired point. Also described are the special openings in the bottom boards of the pallet to permit the rear wheels of the lift truck to drop through to the floor, after the pallet with its load has been taken on.

Marginal Railroad Proposed for Bronx, N. Y.

The Borough of the Bronx, N. Y., is considering asking for funds to construct a marginal railroad from a connection with the New York, New Haven & Hartford Railroad at Westchester, along the East River for a distance of 8 miles. The reason for same is to attract manufacturers to that section. The operation of this marginal line, it is thought, would be by the N. Y., N. H. & H. A Government loan would be required.

When We All Work For Government, What Then?

YOUR magazine has been greatly improved in its general appearance, and in the character of the information it contains. The writer is an employee of one of the companies that subscribes to it, and *DandW* is passed along the line for the information and instruction of some of us on the firing line.

You are endeavoring to give your readers information on the various phases of the warehousing and allied industries, and yet, at times, it seems to the writer that you avoid some of the subjects that are of great importance. This may be due to the fact that some of those subjects are of a controversial nature, and you may feel that your function is to reflect the news of the industry without taking a side on questions of the kind referred to. One of the most powerful influences we have in this or any other country is that of public opinion, and there is no doubt that the press and the various trade publications play an important part in molding public opinion. The questions in the writer's mind are of a nature that the public should be educated on, and the proper place to start such education is in our schools. If the children are taught the correct principles of economics, they will become a rock upon which to build a stable system in the days to come.

One of the great dangers in this great country is the thing we brag about too often—"high wages." High wages bring higher costs for all commodities, for the costs of putting up our homes, for our everyday living, and, unfortunately, when wages go up, other things go up out of proportion to the wage increases. If we want to buy a chair or a table, we find that the costs have about doubled what they used to be 25 yrs. ago, and when we consider that it is the labor that is figured in the price, it is easy to understand.

After the war in Europe is over, the high wages in this country will stand in the way of its securing the foreign trade that it needs to take care of its expanding population. At first, no doubt, the countries of Europe will have to buy from this country what they can, but as they gradually return their men and women to industrial pursuits, at low wages and long hours, they

(Continued on page 75)

SYRACUSE, N. Y.

**DISTRIBUTION
MOTOR FREIGHT LINES
PRIVATE RAIL SIDINGS**

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COMPLETE MERCHANDISE AND HOUSEHOLD GOODS STORAGE
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Fireproof Facilities

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and
Merchandise

Agents: Greyvan Lines

Pool Car
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Established Since 1909

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Fire Protected Storage Warehouse

Interstate Moving, Crating, Shipping Via R.R.,
Motor Van, and Ocean Steamships.

Complete Warehouse Service



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Complete Warehousing
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General Merchandise — Cold Storage
Heated Storage

Private Siding and Motor Freight Terminal
Daily Trucking Service to all
Points in New York State

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Storage for Household Goods and General Merchandise. Eight Units Totalling 185,000 Sq. Ft. of Floor Space. Automatic Sprinkler. Office and Industrial Space to Lease. Pool Car Distribution.

Member—American Chain of Warehouses, Inc.

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POOL CAR DISTRIBUTION**

Private Siding

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Members

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Established 1918

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Excellent facilities for handling bulk shipments. Storage in transit on Cotton—Specializing in Textiles, Alkalies, Denatured Alcohol. Warehouses on D. L. & W. and N. Y. C.—Private Sidings—Sprinklered throughout—Pool Car Distribution—Motor Service.

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Household Goods Moving, Storage, Packing, Shipping
Prompt service for any point in Westchester County

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AMERICAN STORAGE & WAREHOUSE CO.

CHARLOTTE, N. C.

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MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE
RAILROAD SIDING.

ESTABLISHED 1908

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Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

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Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.



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Pres., Eugene Wachter

Ser. & Mgr., P. A. Wachter

EST. 1883

MEMBER



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\$200,000 INVESTMENT

Four Well-located Warehouses. All Having Private Sidings
Provide Maximum Facilities for Economical Storage and Distribution in This Fertile Market.

Sugar a Specialty. Pool Car Distribution and Household Goods Transfer. Motor Freight Terminal Maintained.

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Union Storage & Transfer Company

FARGO, N. DAK.

General Storage—Cold Storage—Household Goods

Established 1904

Three warehouse units, total area 161,500 sq. ft.; of this 29,329 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stocks, Pool car Distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota. Offices 806-10 Northern Pacific Ave. AWA-NFWA-MNWWA-ACW



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**COMPLETE
BRANCH OFFICE
FACILITIES**

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WAREHOUSE CO.

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Pool Car Distribution—Motor Freight
Terminal

The largest institutions are generally
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OHIO



**FOR EXPERIENCED WAREHOUSING
OR DISTRIBUTION SERVICE IN OHIO**

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COLUMBUS OHIO

AKRON, OHIO



COTTER CITY VIEW STORAGE COMPANY

70 Cherry St., Akron, Ohio
Merchandise Storage.
A.D.T. Alarm.
Pool Car Distribution.
Household Goods Storage.
Low Insurance.
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AKRON, OHIO

MAYFLOWER TERMINALS, Inc.

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Merchandise Storage
Pool Car Distribution
Truck Terminal

A.D.T. System
Private Siding—Free
switching

Our service means satisfaction

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CANTON STORAGE, Inc.

FOURTH AND CHERRY, N.E.

Merchandise, Household
Goods, Cold Storage

Pool cars distributed. Private sidings.
Free switching on all roads. Separate fire-
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Local and Long Distance Trucking
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Penn. R. R. Siding

Pool Cars
Inter-City Truck Depot



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CURTIS STORAGE & TRANSFER, INC.

"STORE WITH CONFIDENCE"
Specializing in Merchandise Storage
Pool Car Distribution—Bulk Tank Storage
Operating Own Delivery Equipment
Private Siding N.Y.C.R.R.

FRENCH & WINTER STS.

CLEVELAND, OHIO

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Member of O.W.A.

"The Three R's" In Modern Warehousing RESPONSIBILITY REPUTATION

RELIABILITY — are found at
THE GREELEY-GENERAL WAREHOUSE CO.
Located in the New York Central Freight Terminal at Broadway and E. 15th St.

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**Now there are
WATER, RAIL AND
TRUCK FACILITIES**

4 LEDERER TERMINALS

Cleveland's Only Lakefront Public Warehouse with Direct
Connecting R.R. Facilities Offices: FOOT OF E. 9th ST.
Member of O.W.A. A.D.T. Protection

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to
The Lincoln Storage Company over any
railroad entering the city, can be handled
from freight car direct to our loading plat-
form.

Carload shipments to our private siding,
11201 Cedar Ave., on the N. Y. C. Belt
Line, connecting with all R.R.s. entering
Cleveland; L. C. L.-Penna. Euclid Ave. Sta.
adjoining Euclid Ave. warehouse; other
R.R.s. to Cleveland, Ohio.



LINCOLN STORAGE

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

CLEVELAND, OHIO

TEL. CHERRY 4170

Member of O.W.A.

NATIONAL TERMINALS CORPORATION

1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on
Cleveland's Water Front
Most Economical Warehouse and Distribution Services
VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH
Cleveland's Largest Cold and General Merchandise Warehouse



CLEVELAND, OHIO

FINE COOPERATION

is assured when forwarding your ship-
ments in our care.

Eight modern warehouses convenient
to every section of Greater Cleveland.

May We Serve You?



Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

CLEVELAND, OHIO

The OTIS TERMINAL WAREHOUSE

HAS THE FACILITIES
TO MEET ALL OF YOUR NEEDS

Downtown location; Modern and fireproof; Low insurance rates;
Enclosed docks and siding on Big 4 Railroad; Daily delivery service;
Office and display space; Telephone accommodations; U. S. CUSTOM BONDED.

General Offices — 1340 West Ninth St.

CLEVELAND, OHIO

Member of O.W.A.

IN ALL ITS RAMIFICATIONS STORAGE OF MERCHANDISE AND ITS
DISTRIBUTION

RAILWAY WAREHOUSES, Inc.

IN CLEVELAND, OHIO

Surpass Competition in This District For
Facilities, Service and Security
Fireproof Sprinklered Warehouses Most Centrally Located and Free from All Traffic
Hazards and Congestion. Write for Details
Address 3540 Croton Ave., S. E., Cleveland, Ohio
Represented by Allied Distribution, Inc.—New York & Chicago

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Established in 1882

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities, A.D.T. Sys-
tem. Private double track siding. Receiving floor at car level.
Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company
55-85 Terminal Way Columbus, Ohio

Member of Ohio Wares-
housemen's Association

NEW YORK
11 WEST 42ND ST. PH. 6-0967

ALLIED DISTRIBUTION INC.
1525 NEWBERRY AVE. CHICAGO

CHICAGO

When We All Work for Government, What Then?

(Continued from page 72)

will be able to compete with the United States in a way that will be disastrous—and it will make our vaunted high wages stick out like a sore thumb.

Business Throttled

The Government of the country has been willing to sit back and watch labor organizations throttle business concerns and, at times, it appears that those in authority in the Government have encouraged such results. There is a mistaken idea in the minds of some well-meaning persons, who like to feel that they are in the humanitarian class, whatever that is. They fail to understand that when a powerful labor organization is built up, that it does not properly represent the rank and file of the workers, as it should, but that it is controlled by a few at the top, and that it is their thoughts that govern the action taken in most cases. It is a well-known fact that members of most of the unions in the labor field are afraid to speak up in the meetings of the organization, because if they should tell the truth, and it was opposed to the thoughts of those in charge, it would become most unpleasant for them in various ways.

The general run of workingmen in this country are sensible and well-posted, and they know what a strike means, and how it affects the man who has a family, and who is trying to pay for his home. Such men desire that the company they work for should be a success, and that it should make a good profit, so that it can continue to operate in times of depression as well as when business is generally good. They know that business cannot long succeed if it must live on a hand-to-mouth basis, because when something goes wrong, such as financial difficulties not of their own making, a serious fire, or a hundred things that could be mentioned, there must be a reserve fund for such contingencies. Workingmen who think of these things, and most of them do, know that when business is taxed to the utmost because of excessive Government expenditures, for relief, for W.P.A. work, a large part of which must come out of general taxation, for the most expensive Government in the world, and the thousand and one things that receive scant attention because they are paid for out of public moneys—they know that there are a great many lines of endeavor that are close to bankruptcy.

The Rail Situation

A forceful illustration is that of the railroads of the country. What happens when they are reorganized because they cannot continue otherwise? We hear of the wiping out of common and preferred stocks because they have no values. We hear of the great reductions in the bonded indebtedness, and it all amounts to cutting the fixed charges in half, in some cases. A great many people, scattered all over this country, and even extending to some foreign countries, have suffered serious losses. It is something to think of seriously.

When a fair-sized factory in a small town "folds-up," as the common expression goes, we all know the serious effect that results. Every other line of business in that town in injured, and, if the employees of the factory must move to some other location to secure a living, the injury becomes a permanent one, at least until a new organization can be induced to start where the old one left off. There is not the same tendency to start new enterprises in these times that there was in the days when business was good. Businessmen cannot see far enough into the future to be willing to finance a good-sized industry, and the banks are not anxious to

COLUMBUS, OHIO

Member of A.W.A.—O.W.A.

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE
MOST CENTRAL WAREHOUSE—3 BLOCKS OF
CENTER DOWNTOWN DISTRICT
POOL CAR DISTRIBUTION
PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES
228 West Broad St., Columbus, Ohio



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G. R. STINCHCOMB, Pres.

Franklin Warehouses, Inc.

General Storage, 29 W. Vine St.

Private siding on New York Central R.R.
Located right in the heart of the city.
T. S. area 88,000 square feet.

Member Ohio Warehousemen's Association



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THE MERCHANDISE WAREHOUSE CO.

370 West Broad St.

Complete service for
MERCHANDISE STORAGE AND DISTRIBUTION
Private Siding — 14 car capacity
U. S. Customs Bonded A.D.T. Service
Centrally Located Modern Facilities
Members: A.C.W.—O.W.A.



COLUMBUS, OHIO

The NEILSTON STORAGE CO.

260 EAST NAGHTEN ST.

Modern fireproof warehouse for merchandise
—Low Insurance—Central location in job-
bing district—Private railroad siding—Pool
cars distributed.

Member of O.W.A.



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W. P. BYERMAN, Pres.

Established 1911

W. P. BYERMAN, Inc.

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Private Siding C.C.C. & St.L. Ry.—Free Switching
MERCHANDISE and HOUSEHOLD GOODS
Member N.F.W.A. Allied Van Lines—OWA—OACH



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MEMBER

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Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every
modern facility for the storage and distribu-
tion of Household Goods and Merchandise—
Motor Freight Service—Door to door delivery
at Dayton, Springfield and Columbus daily.

Member of A. W. A.—O. W. A.



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3 WAREHOUSES

WILLIS DAY STORAGE CO.

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars
Priv. Siding NYC.

Member of May WA—OFWA—TOL—CA

133 St. Clair St. Adams 7144



TOLEDO, OHIO

Merchants and Manufacturers Warehouse Co.

15-29 So. Ontario St.

Center of Jobbing District

Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—
70,000 Cubic Feet Cold Storage—Private siding Nickel Plate Road
—Free Switching—Merchandise Storage—Pool Car Distribution—
Negotiable receipts—Transit Storage Privileges—Low Insurance
Rates—City delivery system.



TOLEDO, OHIO

CAPACITY

800—CARS COLD
400—CARS DRY

PRIVATE SIDINGS
N.Y.C. AND
B.&O. RR'S



GREAT LAKES TERMINAL WAREHOUSE CO.

321-359 MORRIS ST.

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COMPLETE WAREHOUSE FACILITIES

TOLEDO, OHIO

NATIONAL TERMINALS CORPORATION

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.

Two Private Docks Capable of Serving Any Size Boat on the Lakes. Both Inland and Dock-Side Warehouses.

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"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . .
Fireproof . . . Private siding Nickel Plate Road
Free switching . . . Negotiable receipts . . . Trans-
nit storage arrangements . . .
Motor truck service . . . Lo-
cated in Jobbing District . . .
U. S. Customs Bonded.



MEMBERS: American Warehousemen's
Association
Ohio Warehousemen's Asso-
ciation
Toledo Chamber of Commerce



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19 WEST 42ND ST. PHEN. 8-0950 1525 NEWBERRY AVE. MON 5534

OKLAHOMA CITY, OKLA.

Established 1889

O. K. TRANSFER & STORAGE CO.



GENERAL WAREHOUSING AND DISTRIBUTION

OKLAHOMA CITY, OKLA.



Fireproof Warehouse for Mer-
chandise and Household Goods
Automatic Sprinkler System
Office and Warehouse
303-313 East Grand Avenue

We Solicit Your Accounts for
Transfer and Storage
Members of American
and National Warehousemen's
Associations

TULSA, OKLA.

JOE HODGES FIREPROOF WAREHOUSE

Merchandise Storage—Pool Car Distribution

Located in Center of Tulsa Wholesale District

Member: A.W.A., N.F.W.A. and American Chain of Warehouses

make large loans on a long term basis, and with low interest.

There is an answer to all this, but it is not a pleasant one. Soviet Russia found a way to solve their problems, and it was by having the State take over the entire business of the country. Any country that can force its people to work for the State for a mere living, should be able to make a profit out of business, as long as the rest of the world sticks to the old system of allowing private enterprise to run it. It is true that we have a different type of workmen in this country to the types in Soviet Russia, but thinking men need only look around and take note of what has happened already in this country in the way of Government entering business, to receive a warning of the possibilities of the future.

When we all work for the Government, the wage question will take on an entirely new aspect, and one thing that will receive great consideration at such a time will be the question of competition with the other countries of the world. Some of the conditions that would result might not be so terrible, but the most disastrous thing that would happen would be the destruction of private initiative, a quality that has made the United States the great country it has become. Take that quality away and much of the pride we are able to feel for our homeland would have no basis for existence.

The writer feels that he speaks for many workingmen when he says that what is needed is a Government that will run this country on a business basis, to make it a paying institution, to put it on a competitive basis with the rest of the world, and to encourage business and individuals alike to become self-supporting and prosperous.—A READER.

Federal, Tulsa, Converts
Hotel Into Warehouse

Conversion of a 5-story hotel into a modern warehouse for general storage and van headquarters has been completed by the Federal Storage & Van Co., Inc., Tulsa, Okla. The building is at First and Detroit Streets. The cost of remodeling was \$45,000 and includes a new elevator. The second floor has been leased; the third floor contains 20 private offices and 2 large auditoriums.

The company also purchased and remodeled the one-story building on the corner where the general offices and covered entrances to the loading docks are located. This gives the company a 140-ft. frontage on East First Street and a 100-ft. frontage on Detroit.—Alexander.

Tulsa Terminal Building
Sold to Tire Company

Announcement was made Nov. 13 that the four-story concrete plant of the Tulsa Terminal Warehouse Co. was sold to the Oklahoma Tire & Supply Co., a Tulsa-owned concern which operates 46 stores and 61 associated stores in Oklahoma, Kansas, Missouri and Arkansas. The warehouse company will continue to do business in the same building, using the trackage and docks as heretofore, but under the name of Tulsa Terminal Warehouse.

Improvements will consist of office quarters and new docks on the West side of the building adjacent to the railway tracks. The offices and space now in use by distributing agencies and forwarding companies will be taken over, forcing them into other quarters.

(Concluded on page 78)

TULSA, OKLA.


**TULSA TERMINAL
WAREHOUSE CO.**

Merchandise & Household Goods.
Distribution — Storage — Moving — Packing.
Heavy Hauling & Machinery Placement.
Fireproof Warehouse 8 No. Chayenne
Members—M.W.A.—S.W.W. & T. Ass'n.

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.

Operating Public and Custom Bonded Warehouses
Licensed under the U. S. Warehouse Act
Merchandise, Storage and Distribution
Private Siding Free Switching Sprinklered
1132 N. W. GLISAN STREET



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**HOLMAN TRANSFER COMPANY
STORAGE DISTRIBUTION**

SINCE 1864

1306 N.W. Hoyt St.

A.W.A.—O.S.W.A.

PORTLAND, ORE.

LET LYON GUARD YOUR GOODS

**Carload
Distributors**

SEATTLE PORTLAND, Ore.
2030 Dexter Ave., 1580 N. W. Kearney St.
Dean McLean, Mgr. Walter Holquist, Mgr.

PORTLAND, ORE.

J. H. CUMMINGS, Pres.
MERCHANDISE, STORAGE &
WAREHOUSING

**Northwestern Transfer Co.
General Forwarding Agents**

SPECIAL ATTENTION GIVEN TO POOL CARS
Our private siding is served by all railroads
1504 N.W. Johnson St., Portland, Oregon
Estab. 1888



PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1808

1238 Northwest Glisan Street Portland, Oregon
U. S. BONDED and PUBLIC WAREHOUSES
Merchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped
Member A. W. A.
Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and
Inland Empire with Free Pick Up and Delivery Service to All Main
Points. Route your shipments Via Water or Rail to us.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St. Portland, Oregon
Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH

RUDIE WILHELM WHSE. CO., INC.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler System
Complete Facilities for Storage and Distribution
of All Commodities

Free Switching from All Railroads Portland's Lowest Insurance Rates
New York, 271 Madison Ave. Member A.W.A.

BETHLEHEM, PA.



Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

HARRISBURG, PA.



P. R. R. Sidings Agent for Aero Mayflower
Transit Co., American Warehousemen's Association,
Mayflower Warehousemen's Association,
Penna. Furniture Warehousemen's Association,
Penna. Warehousemen's Association, American
Chain of Warehouses

HARRISBURG, PA.

KEYSTONE WAREHOUSE

GENERAL MERCHANDISE STORAGE
POOL CARS DISTRIBUTED
BRICK BUILDING—LOW INSURANCE
STORE DOOR DELIVERY ARRANGED FOR
PENNA. R. R. SIDING
OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.



Storage in Transit Pool Car Distribution
Packing — Shipping — Hauling
Fireproof Furniture Storage
Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring,
Forwarding
Manufacturers' Distributors, Carload Distribution, Local
and Long Distance Moving
Members May. W.A.—P.F.W.A.

ATTENTION
SHIPPERS

Do any of your products
require constant tempera-
tures or humidity control? Con-
sult our nearest cold storage ware-
house advertiser or a merchandise ad-
vertiser that has air conditioning facilities.

PHILADELPHIA, PA.

Est. over 50 years.

Pool Car Distribution a Specialty
FENTON STORAGE CO.
 Absolutely Fireproof 46th and Girard Ave.
 Cable Address "Fenco"
 P. R.R. Siding
 Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.



Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

Established 1865

GALLAGHER'S WAREHOUSES

708 South Delaware Avenue

Merchandise Storage Storage in Transit
 Direct Sidings-Penna. RR. and Reading RR.
 Pool Car Distribution

Represented by Associated Warehouses, Inc.

New York Deliveries Chicago
 52 Vanderbilt Ave. City and Suburban 230 Canal St.
 Murrayhill 9-7645 Franklin 6263

PHILADELPHIA, PA.

2,100,000 Square Feet**MERCHANTS WAREHOUSE CO.**

10 Chestnut St.

Phone: LOM. 8070

11 modern buildings in leading business sections. Served by all R.R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

PHILADELPHIA, PA.

Greetings to

AMERICAN WAREHOUSEMEN'S ASSOCIATION

on Their

GOLDEN JUBILEE

1891 1941

Unsurpassed Accommodations

22 MODERN WAREHOUSES in heart of retail, wholesale and manufacturing areas . . . more than 1,000,000 Sq. Ft. of storage space, bonded and free . . . DIRECT TRACK CONNECTIONS with all railroads entering city . . . NEAR PIERS and ferry-car wharves . . . OUR OWN FLEET of motor transports to speed up deliveries . . . LOW INSURANCE RATES . . . and many SPECIAL SERVICES and ECONOMIES.

Write for Full Particulars

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia
 WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses
 American Warehousemen's Association (Merchandise Division)
 Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
 J. W. Terreforte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. J. Marshall, 53 W. Jackson Blvd.
 Tel., Harrison 1496

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER**North Broad Storage Co.**

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

(Concluded from page 76)

Tulsa Terminal Warehouse, it is stated, was the first warehouse of modern construction to have been built in Tulsa and was the largest. It was originally started as the Tulsa Storage & Transfer Co. and was operated by M. A. C. Snyder. This is the second big deal in recent months in Tulsa's warehousing circles; another deal about ready for announcement, it is stated.—Willey.

New Portland, Ore., Warehouses

Oregon Transfer Co. and Rudie Wilhelm Warehouse Co., Portland, Ore., recently consolidated, have opened the East Portland Warehouse Co., 79 S. E. Taylor St., according to the new manager, J. L. Colby.

The new firm is now housed in a remodeled brick building, located on industrial trackage permitting free switching on all transit movements.—Haskell.

No Sudden or Unwarranted Price Increases Wanted

It is important that no sudden or unwarranted price increases occur in consumer goods while the defense effort is in progress, a regional conference on national defense was told at Washington, D. C., recently by J. H. Hufford of Bluefield, Va., a member of the Retailers Advisory committee of the National Defense Advisory Commission. Mr. Hufford is president of the National Retail Furniture Assn.

The conference he addressed brought together business men from 5 States in the South at a meeting under the joint auspices of the Chamber of Commerce of the United States and its member organizations.

"The easiest thing in the world to start," he stated, "is a wave of speculative buying. Everyone remembers the buying in sugar that went on in September, 1939, on the basis of some badly founded report of a shortage that never developed. Indeed, there was absolutely no reason for such a report because the market was glutted with sugar at the time. On other occasions in our history, retailers have gone into the market and bought heavily, anticipating price advances that never came. Everyone remembers the debacle of 1920 in the retail field when literally thousands of stores went under because their heavy inventories were subjected to terrific price reductions."

Liquor Sales to South America to Increase

The prediction that American rye and Bourbon whiskeys will eventually lead all others in sales to Latin American Nations was made recently by T. C. Wiehe, president of the Schenley International Corp. He pointed out that the effects of the good neighbor spirit between the United States and Latin America are evident everywhere, and it is no wonder that American products are coming into wider favor. Mr. Wiehe believes that Panama offers one of the best export markets of the future for the United States.

GOLDEN JUBILEE

1891 1941

A Modern Warehousing Service



with Complete Coverage of the Philadelphia Trading Area

Terminal Warehouses are located adjacent to each of the main retail, wholesale, industrial and river-front areas of Philadelphia. All are of modern construction, and earn low insurance rates. Each is provided with the most up-to-date equipment for the safe, prompt and economical handling of goods of every kind. Special accommodations are provided for household goods.

DIRECT RAIL CONNECTIONS with the Pennsylvania Railroad and the Reading Company. Completely equipped pool car departments.

NEAR BIG PIERS. Exceptional facilities for the handling of water-borne shipments for import or export.

MOTOR TRUCK SERVICE. We operate our own large fleet of motor trucks, making "store door" deliveries throughout the Philadelphia trading area, and can provide "next morning" deliveries anywhere within the area shown on map above.

Write for Further Particulars

TERMINAL WAREHOUSE COMPANY

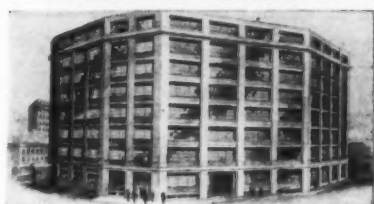
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MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

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An Association of Good Warehouses Located at Strategic Distribution Centers



PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—90
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

THE ADVERTISERS IN THIS PUBLICATION reach

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of raw materials and finished products.

6,457 CARRIERS
Rail — Water — Motor Freight

4,788 PUBLIC WAREHOUSES
Merchandise — Cold Storage — Household Goods

with their every-month messages to these

28,000 BUYERS of
Services — Supplies and Equipment

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

THOMAS WHITE — Owner and Manager

TWO WAREHOUSES

17th AND PIKE STS. } A Quarter
13th AND PIKE STS. } Million
Sq. Ft. of Space
(Fully Sprinklered)

*in the Heart of
Pittsburgh's Jobbing District*

COMPLETE TRUCKING FACILITIES

POOL CAR DISTRIBUTION

P.R.R. SIDINGS

STORAGE-IN-TRANSIT PRIVILEGES

Also operators of

WHITE MOTOR EXPRESS CO.

Established 1918

WHITE TERMINAL COMPANY

17th AND PIKE STS.

SCRANTON, PA.

R. F. POST
DRAYMAN & STORAGE WAREHOUSE
 221 Vine St.

HOUSEHOLD STORAGE POOL CARS
 MERCHANDISE STORAGE PACKING
 LOCAL AND LONG DISTANCE MOVING
 PRIVATE SIDING, D. L. & W. R. R.

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street
 MERCHANDISE AND HOUSEHOLD GOODS
 STORAGE POOL CAR DISTRIBUTION
 D L & W and D & H Sidings
 Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.
 HOUSEHOLD GOODS PACKED, SHIPPED, STORED
 LONG DISTANCE MOVING
 Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution
 Prompt and Efficient Service
 Storage-in-Transit and Pool Cars
 19 New Bennett St. Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET
 P. R. R. SIDING
 MERCHANDISE STORAGE AND DISTRIBUTION
 HOUSEHOLD GOODS—DRAYAGE
 IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

FIREPROOF WAREHOUSE
 Storage, Moving, Shipping
 80-90 Dudley St.
 Member National Furniture Warehousemen's Assn.
 Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

Storage all kinds of General Merchandise, Pool Car
 Distribution. Lowest Insurance.
 Trackage facilities 50 cars. Dockage facilities on
 deep water.
 Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
 Distribution of Pool Cars
 Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
 Private Tracks Connecting with All Railroad and Steamship Lines.
 Motor Truck Service.
 Members of the American Chain of Warehouses, Inc.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.



GENERAL MERCHANDISE—H.H.G. STORAGE
 Pool Car Distribution—Motor Truck Service
 Low Insurance Rate Private Siding

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee
 135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler
 Insurance at 12c. per \$100.00 Household goods shipments
 per annum. solicited. Prompt remittances
 Pool Cars distributed. made.
 MEMBERS American Warehousemen's Ass'n
 PROMPT AND EFFICIENT SERVICE

Universal Terminal, Houston, Adds 2 Floors to Warehouse

Two additional floors are being added to the warehouse of the Universal Terminal Warehouse Co., Houston, Texas. According to L. L. Schwecke, its president, these 2 floors will add 75,000 sq. ft. to give a total of 187,000 sq. ft. of floorspace to be devoted exclusively to merchandise storage, handling and dis-



tribution. Mr. Schwecke recently became president of the Southwest Warehouse and Transfermen's Assn. He is also president of the Houston Warehouse & Transfermen's Assn. and a member of the executive committee of the A.W.A.

Southwest Group Selects Houston for 1941 Meeting

The board of directors of the Southwest Warehouse and Transfermen's Assn., decided after the closing of its recent convention that the 1941 convention would be held in October at Houston. The board also approved the group becoming a member of the Southwestern Industrial Traffic League.

It was also decided that the April, or semi-annual, convention be eliminated and that in its place, sectional meetings at various points be held during the year in order that problems can be handled in a shorter time. A schedule of these sectional meetings is now being arranged; non-members will be invited.

Galveston Wharf May Be Acquired by City

The Galveston Wharf Co., Galveston, Texas, one of the oldest and largest business institutions of that city, was dissolved by vote of its stockholders at a recent meeting. Copy of the resolution has been sent to the I.C.C. which has under consideration an application of

(Concluded on page 83)

MEMPHIS, TENN.

S. S. DENT, Pres.

General Whse. & Dist. Co.
435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District
Sprinklered Low Insurance
Private R. R. siding Perfect service



MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.26 per \$1,000 per Annum Distribution a Specialty.
Merchandise storage, dependable service, free switching, Local cartage delivery,
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

MEMPHIS, TENN.

H. K. HOUSTON, Pres.

UNITED WAREHOUSE & TERMINAL CORP.

Warehouse No. 1 Warehouse No. 2
137 E. Colhoun Ave. 138-40 St. Paul Ave.

Memphis, Tennessee

Storage (Mdse.)—Pool Car Distribution—Local delivery service—Office Space.
In the heart of the wholesale district and convenient to Rail, Truck and express
terminals. Eight car railroad siding—(N.C.&T.L. and L.&N.)—Gasoline switching.
Represented by Distribution Service, Inc. Member of A.W.A. and N.W.A.

NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.

MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Automatic Sprinkler System—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and Pool Car Distri-
bution—Private Siding

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

Armstrong Transfer & Storage Co., Inc.

First and Pierce Sts.

Distributors of Merchandise

BONDED WAREHOUSES

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Universal Carloading and
Distributing Company.

Member Southwestern Warehouse & Transfermen's Association—
American Chain of Warehouses



BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods
Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.



CORPUS CHRISTI, TEXAS

Corpus Christi Warehouse and Storage Co.

P. O. Box 1976

Corpus Christi, Texas

Located on the Navigation District

Complete staff of experienced Merchandise Warehousemen.
Modern facilities for the handling and storing of Merchandise. Lowest insurance
rates in Corpus Christi.
Consolidate pool cars for inland points such as San Antonio, Laredo and Rio
Grande Valley Points.

CORPUS CHRISTI, TEXAS

Robinson Warehouse & Storage Co.

General Offices: 1500 N. Broadway, Corpus Christi

Specialists in

General Merchandise Storage—Pool Car Distribution

Public Bonded Warehouses at Alice, Corpus Christi, Harlingen and Victoria . . .
Daily and overnight common carrier Motor Freight Service to Houston, San
Antonio, Austin, Mirando City and Rio Grande Valley, serving all intermediate
points.
Expert Handling; Inquiries Invited.

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Our modern Centrally located fireproof warehouse is completely equipped to serve
you with over 75000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING



Since
1875

BINYON-O'KEEFE
Fireproof Storage Co.
Dallas

Since
1875



Associated with Distribution Service, Inc.

DALLAS, TEXAS

(Established 1875)

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers,
and
Warehouse Space

Operators of the
Lone Star Package Car
Company (Dallas and Fort
Worth Divisions)

H. & N. T. Motor Freight Line
Agents for Allied Van Lines, Inc.

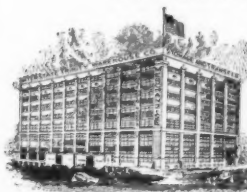
MEMBERS A.W.A., N.F.W.A., American Chain of Warehouses
Southwest Warehouse & Transfermen's Assn. Rotary Club



DALLAS, TEXAS

**INTERSTATE-TRINITY
WAREHOUSE COMPANY**

301 North Market Street, Dallas



Merchandise Storage and
Distribution

Household Goods Storage,

Moving & Packing

Long Distance Hauling

Associate Managers

W. I. Ford R. E. Abernathy

DALLAS, TEXAS

A Complete Merchandise Warehouse Service

COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS

MAAS-MORGAN WAREHOUSE, INC.

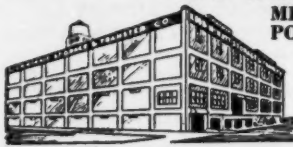
Houston Street at McKinney Avenue.

1917 North Houston Street.

703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A
splendid modern plant. A strategic distribution center. A highly specialized
organization placing at your command the finest SERVICE that skill and willing-
ness can offer.

DALLAS, TEXAS

SPECIALIZINGMERCHANDISE STORAGE
POOL-CAR DISTRIBUTIONSERVING THE GREAT
SOUTHWEST AREAEVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT**KOON-McNATT STORAGE & TRANSFER CO.**
911 MARION ST.CONTRACT OPERATORS FOR ALL RAIL
LINES AND UNIVERSAL CARLOADING &
DISTRIBUTING COMPANYOver 10,000,000 Pounds of Freight Handled Monthly
for Dallas Shippers

FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution

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255 W. 15th St., Fort Worth, Tex.



FORT WORTH, TEXAS

**TEXAS AND PACIFIC
TERMINAL WAREHOUSE CO.**MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
OFFICE AND DISPLAY SPACELow Insurance Rate — Efficient Service
A MODERN WAREHOUSING PLANT
Members AWA—SWA Warehouse also in Dallas

DALLAS, TEXAS

**Merchants Cold Storage of Dallas**
Bonded470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

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**TEXAS AND PACIFIC
TERMINAL WAREHOUSE CO.**MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
AIR CONDITIONED OFFICE AND WAREHOUSE SPACELow Insurance Rate — Efficient Service
COOLER ROOM SPACE
Warehouse also in Ft. Worth

EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"**International Warehouse Co., Inc.**

1601 Magoffin Ave. El Paso, Texas

Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos
& Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied
Van Lines, Inc.

EL PASO, TEXAS

Security Fireproof Storage Co.

224 No. Campbell St.

Specializing in Merchandise Distribution
Complete Service—Centrally Located
Make Us Your Branch—Inquiries Solicited

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Our modern Centrally located fireproof warehouse is completely equipped to serve
you with over 75000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING**BINYON-O'KEEFE**
Storage Co.
Fort Worth

Associated with Distribution Service, Inc.



FORT WORTH, TEXAS

A Complete Merchandise Warehouse ServiceMERCHANDISE STORAGE — COLD STORAGE — POOL
CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.AND
JOHNSON MOTOR LINE
801 W. VICKERY BLVD. FT. WORTH, TEXAS

HOUSTON, TEXAS

BINYON-STRICKLAND

WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

Better Warehousing in HOUSTONWe operate a modern low insurance rate warehouse in the center of the wholesale,
jobber, rail and truck terminal district. Most conveniently located for interior
jobbers' trucks; well trained personnel; cooler space.**HOUSTON CENTRAL WAREHOUSE CO.**
Commerce and San Jacinto Houston, TexasRepresented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PHEN. 8-0066 1515 NEWBURY AVE. MON. 5531

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage CompanyGeneral Storage Cold Storage U. S. Custom Bonded
A. D. T. Service Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance RateNew York Representative
Phone Plaza 3-1235Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Merchandise and Household Goods Storage

Pool Car Distribution

Sprinklered—A.D.T. Watchmen
Shipside and Uptown Warehouses
Operators—Houston Division
Lone Star Package Car Co.

1117 Vine St. Agents for Allied Van Lines, Inc.

Members N.F.W.A.
State and Local Assn.

HOUSTON, TEXAS

In the Heart of the Business District, Use

QUICK SERVICE WAREHOUSE & COLD STORAGE, INC.

102 SAN JACINTO STREET AND 2410 COMMERCE STREET

Fireproof Construction — S & 94 Insurance Rate
Merchandise Storage — Cold Storage & Cooler Vaults
U. S. Custom Bonded — Packing Rooms
Pool Car Distribution
MOP SIDINGS

HOUSTON, TEXAS

MERCHANDISE DISTRIBUTIONCOMMERCIAL STORAGE—
OFFICE SPACE — PARKING SPACE**T. P. C. STORAGE & TRANSFER CO., INC.**
2301 Commerce Ave.

(Concluded from page 80)

the city of Galveston for authority to purchase the wharf properties, which include 27 miles of railway tracks.

Directors of the company also appointed a committee to act as trustees in the transfer. The committee is composed of George Sealy, Mart H. Royston, J. W. McCullough, Mayor Brantly Harris and one other to be named later.

Hearings were held by the I.C.C. recently on the city's application, which involves sale of all the company's privately-owned stock to the city, and the issuance by the city of \$6,250,000 in revenue bonds to finance the transaction.—*Hornaday.*

Large Storage of Foreign Wool Is Seen in Texas

Wool growers of southwest Texas are disturbed over a new departure about to be made in the industry—that of storing enormous quantities of imported wool from Australia and New Zealand in bonded warehouses in that territory. The information first came from the general offices of the Atchison, Topeka & Santa Fe R. R., which have directed E. A. Tusha, the road's agent, to ascertain immediately the amount of bonded warehouse space available in the territory for the storage of wools from the Antipodes. It is explained that all warehouse space in Boston has been requisitioned for African and South American wools.

Mr. Tusha reports that his inquiries have revealed that if the foreign wools will be moved before the Spring clip comes in, that there is 25,000,000 lbs. of storage available in this section.

Wool warehouse men and growers of Texas are much interested in what effect the concentration of 25,000,000 lbs. of Australian and New Zealand wools in this region will have on the price of the domestic Spring clip. They would like to know if these foreign wools are going to be for sale, and, if so, when and to whom?

It is stated that the shipments will be routed through Pacific Coast ports and will have Boston for their eventual destination. It is to be shipped on a "storage in transit" rate, which means that it can be shipped across the country on a bill of lading which will permit it to be unloaded anywhere along the route and placed in a bonded warehouse, and reshipped when required, without the loss of the benefit of the through rate from coast to coast.

Texas Shippers and Truckers Hear I.C.C. Representatives

Last month a group of representatives of the Interstate Commerce Commission were in the Lower Rio Grande Valley for the purpose of meeting with and explaining to shippers and truck operators the new regulations applicable to common, contract and private motor carriers that transport goods and commodities in interstate commerce. The visiting party was headed by Tilden L. Childs of Fort Worth, district director of the Federal Bureau of Motor Carriers. The great volume of citrus fruits and vegetables that are handled by truck from the Valley to various parts of the United States makes the new regulations of unusual interest and importance to this section, it was explained.

The regulation worrying operators most is that requiring drivers to rest for 8 hrs. after every 10 hrs. of driving. This will in many cases necessitate having extra drivers on trucks, in which case sleeper cabs with mattresses must be supplied. Drivers may be on duty only 60 hrs. during any 7-day period.

Properly mounted fire extinguishers, fuses and flares also are required. Fuses and flares must be carried where trucks are halted either on or off a road for any length of time. Fuses are burned where the stop is short and flares where a longer wait is scheduled.

HOUSTON, TEXAS

W. E. FAIN, Owner and Manager
Established 1901

TEXAS WAREHOUSE COMPANY

Thirty-eight Years
Under Same Continuous Management
MERCHANDISE EXCLUSIVELY
Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

HOUSTON, TEXAS

Agent for Allied Van Lines, Inc.

UNION Transfer & Storage Co.

1113 Vine St. P.O. Box 305
Forwarding and Distributing
MERCHANDISE STORAGE
Warehouses Sprinklered Throughout.
Supervised by A.D.T. Service.
SERVICE THAT COUNTS

HOUSTON, TEXAS

UNIVERSAL TERMINAL WAREHOUSE CO.

Merchandise Storage — Pool Car Distribution
Sprinklered—A.D.T. Watchmen
— U. S. Customs Bonded —
— Office Space —
New York Representatives: CHICAGO REPRESENTATIVES:
DISTRIBUTION SERVICE, INC. DISTRIBUTION SERVICE, INC.
100 Broad Street 219 E. North Water St.
Members A.W.A. and State and Local Associations.

HOUSTON, TEXAS

BENJ. S. HURWITZ, Pres.

WESTHEIMER Transfer and Storage Co., Inc.

OVER 50 YEARS IN HOUSTON
Fireproof Warehouses
Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—29 car lengths of trucks.
Agent for Allied Van Lines, Inc. Members N. F. W. A. State and Local Assn.

SAN ANTONIO, TEXAS

CENTRAL WAREHOUSE & STORAGE CO.

331 Burnett Street
MERCHANDISE EXCLUSIVELY
Pool Car Distribution—Complete Service
Distribution—Storage—Drayage
Inquiries Solicited

SAN ANTONIO, TEXAS

MERCHANTS TRANSFER & STORAGE CO.

Complete Storage and Distribution Service
over 50 years of satisfactory service
Member of A.W.A.—N.F.W.A.—S.W.A.

SAN ANTONIO, TEXAS

Muegge-Jenull Warehouse Co.

BONDED FIREPROOF
POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

Scobey Fireproof Storage Co.

HOUSEHOLD - MERCHAN-
DISE - COLD STORAGE -
CARTAGE.
DISTRIBUTION
INSURANCE RATE . . . 10c
Members of 4 Leading Associations



SAN ANTONIO, TEXAS

SOUTHERN TRANSFER & STORAGE CO.
Specialists in Merchandise Distribution
FIREPROOF BONDED STORAGE

Represented by ALLIED DISTRIBUTION INC.
NEW YORK 11 WEST 42ND ST. PH. 6-0946 CHICAGO 1525 NEWBERRY AVE. MON. 353

TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of Texas
General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

OGDEN, UTAH

WESTERN GATEWAY STORAGE CO.
GENERAL WAREHOUSING
POOL CAR DISTRIBUTION
MERCHANDISE AND COLD STORAGE

MEMBER OF A.W.A.

SALT LAKE CITY, UTAH

CENTRAL WAREHOUSE
Fireproof Sprinklered
Insurance rate 18c. Merchandise Storage. Pool Car Distribution.
Office Facilities.
Member A. W. A.

SALT LAKE CITY, UTAH

Merchandise Storage and Distribution
Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space
Insurance Rate 13 Cents
CORNWALL WAREHOUSE CO.
Salt Lake City, Utah
Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

KEYSER MOVING AND STORAGE CO.
Storage—Pool Car Distribution
Est. 328 West 2nd South 1910
72,000 sq. ft. space. Reinforced concrete and brick. Dismantled, accessible, and central location. U.P. spur with free switching from or to other lines. P-U&D service rail or truck. Systematic delivery service twice daily. 90% Co-Ins. rate 10¢ per \$100.00. A.D.T. automatic burglar and fire protection. Office and desk space available.
Member AWA—NFWA—UWA—AWI

SALT LAKE CITY, UTAH

FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.
230 S. 4TH WEST STREET
Over 32 Years' Experience
Merchandise Warehousing - Distribution
Sprinklered Building - Complete Facilities
Lowest Insurance Cost - A.D.T. Watchman Service
Office Accommodations - Display Space

Represented by American Chain of Warehouses, Inc.
New York Chicago
250 Park Ave. 33 W. Jackson Blvd.
MEMBER:
A.W.A.—U.W.A.

"This is the Place"

Childs was of the opinion that a recent wreck near Edinburg in which 5 were killed might have been avoided through proper use of flares.

Spare bulbs for lights and red flags must be carried. Red and amber reflectors must be placed on rear and sides of trucks. Lighting and braking requirements are set forth.

This is the first time that private carriers have been included in some I.C.C. regulations, it was said.

Accompanying Childs were George A. Meyer, supervisor for the San Antonio district, including the Valley; John E. Hayden, supervisor for the Dallas district; Victor B. Gilbert, supervisor for the El Paso district, and James R. Boyd of Fort Worth, special agent.

It was explained that a truck does not need to cross a State line to be in interstate commerce. A truck hauling goods in interstate commerce only a part of the way is immediately under I.C.C. jurisdiction. Thus, a truck hauling goods to a port for export is included.

—Hornaday.

Exports 14% Greater At Atlantic and Gulf Ports

Export traffic through Atlantic and Gulf ports in October, 1940, was approximately 14 per cent greater than in the same month one year ago, according to reports just compiled by the Manager of Port Traffic, and made public today by the Association of American Railroads.

Cars of export freight, other than grain, unloaded at Atlantic and Gulf ports in October this year totaled 43,679 cars, compared with 38,349 cars last year, or an increase of 5,330 cars. Cars of grain for export unloaded in October at these ports amounted to 420, compared with 4,982 in October last year, a decrease of 92 per cent.

There has been no congestion or delay to traffic at the ports, which is due to the cooperation of steamship lines, port authorities, exporters and shippers.

At the Port of New York, the number of cars unloaded for lighterage in October, 1940, averaged 814 daily.

Eastbound freight, of which approximately 83.7 per cent was for export, lighterage in October totaled 592,627 tons, compared with 645,373 tons in September, 1940, and 441,450 in October, 1939. This was a decrease of 8.2 per cent compared with September, 1940, but an increase of 34.2 per cent compared with October last year.

About 28 per cent of the railroads' storage space at the Port of New York is being utilized, leaving room for approximately 13,900 additional carloads. There is also ample storage space at the other Atlantic and Gulf ports.

Cars of export freight, other than grain, unloaded at Boston in October totaled 729 compared with 791 in October last year, or a decrease of 8 per cent. There was an increase of 91 per cent in the number of cars of coastwise and intercoastal traffic unloaded at the port, compared with October last year.

At Philadelphia, 2,584 cars of export freight, other than grain, were unloaded in October, compared with 1,924 last year, or an increase of 34 per cent.

Cars of export freight, other than grain, unloaded at Baltimore in October totaled 4,466, compared with 1,868 in October last year, or an increase of 139 per cent.

At Hampton Roads, 1,711 cars of export freight, other than grain, were unloaded in October compared with 3,139 last year, or a decrease of 45 per cent. There was an increase of 4 per cent in the number of cars of coastwise and intercoastal traffic unloaded at the port compared with October last year.

Cars of export freight, other than grain, unloaded at Mobile, totaled 1,294, compared with 1,510 in October last year, or a decrease of 14 per cent.

At New Orleans, 3,737 cars of export freight, other

(Concluded on page 87)

NORFOLK, VA.



HOUSEHOLD MERCHANDISE
AUTOMOBILE STORAGE
NEW-BELL STORAGE CORPORATION
 NORFOLK, VIRGINIA
 MODERN SPRINKLER EQUIPPED WAREHOUSE
 50,000 SQUARE FEET PRIVATE RAIL SIDING
 Lowest Insurance Rate in Norfolk. Pool Car Distribution
 WE SPECIALIZE IN MERCHANDISE STORAGE
 AND DISTRIBUTION
 AGENTS AERO MAYFLOWER TRANSIT COMPANY
 Member M.W.A. & S.W.A.

ROANOKE, VA.



H. L. LAWSON & SON
Finance and Storage
Pool Car Distributors
General Merchandise Storage
421-25 EAST CAMPBELL AVE
ROANOKE, VIRGINIA

NORFOLK, VA.

Serving—Va. Beach, Ft. Monroe, Newport News, Williamsburg
 and Tidewater Virginia.

Security Storage and Van Corp.
 530 FRONT STREET

Norfolk's Finest Fireproof Furniture Warehouse
 Motor Van & Lift Van Service
 Collections — Distribution

Member—NAT'L F.W.A.—ALLIED VAN LINES

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE

Capacity 500 Cars

Private Railroad Siding



Automatic Sprinkler
 Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution
 for Agents, Brokers and General Merchandise Houses.

Member of American Chain of Warehouses

NORFOLK, VA.

Established 1892

SOUTHGATE
STORAGE COMPANY, Inc.



MEMBER:
 A.C.W.
 A.W.A.
 S.W.A.
 U.S.C. of C.

For economical storage and distribution
 you will want to know more about our
 individualized services. Our fireproof
 warehouses are in the Southgate Terminal,
 on the waterfront and in the center of
 Norfolk's wholesale district. Served by
 all rail, water and motor lines.

Write for Booklet— "7 POINT DISTRIBUTION"

RICHMOND, VA.

62 Years of Uninterrupted and Expert Service

BROOKS TRANSFER and STORAGE CO., Inc.
 1224 W. Broad Street, Richmond, Va.

Three Fireproof Storage Warehouses—510,000 Cubic Feet Floor Space—Automatic
 Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and
 Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—
 Motor Van Service to All States—Freight Truck Line.

Member of N. F. W. A.—A. V. L.—A. T. A.

RICHMOND, VA.

DILLARD CARTAGE CO.
Freight Hauling — Contractors Hauling

Specializing in
 Pool Car Distribution
 Quick Handling of Stop Over Cars—Prompt Returns
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(Concluded from page 84)

than grain, were unloaded in October, compared with 3,524 last year, or an increase of 6 per cent.

Cars of export freight, other than grain, unloaded at Galveston totaled 2,090, compared with 3,835 in October last year, or a decrease of 45 per cent.

At Houston, 2,822 cars of export freight, other than grain, were unloaded in October, compared with 2,607 in the same month last year, or an increase of 8 per cent. There was an increase of 29 per cent in the number of cars of coastwise and intercoastal traffic unloaded at the port, compared with October last year.

Cars of export freight, other than grain, unloaded at Texas City totaled 1,080, compared with 1,265 in October last year, or a decrease of 15 per cent.

Cars of export freight, other than grain, unloaded at other ports in October this year, compared with the same month last year follow:

Port	October, 1940	October, 1939
Searsport, Me.	0	41
Portland, Me.	225	114
Providence, R. I.	68	43
New London, Conn.	172	80
Wilmington, Del.	10	0
Wilmington, N. C.	52	67
Charleston, S. C.	87	227
Savannah, Ga.	632	745
Jacksonville, Fla.	473	252
Port Everglades, Fla.	322	372
Miami, Fla.	30	14
Tampa, Fla.	247	510
Pensacola, Fla.	127	243
Gulfport, Miss.	0	86
Lake Charles, La.	331	234
Beaumont, Texas	228	389
Corpus Christi, Tex.	726	1,031
Port Arthur, Texas	323	76

At Boston, no cars of grain for export were unloaded in October, 1940, compared with 987 in October, 1939; at New York, 146 cars compared with 2,277; at Philadelphia, 31 cars compared with 258; at Baltimore, 143 cars compared with 574; at Hampton Roads, none compared with 69. The movement of grain through Gulf ports this year was approximately 100 cars compared with 817 cars in October last year.

Demurrage Rules Explained by Bork at Buffalo Meeting

Louis J. Bork, division traffic manager of the Wickwire Spencer Steel Co., Buffalo, N. Y., and chairman of the demurrage and reconsignment committee of the Niagara Frontier Industrial Traffic League, made an address on the subject of "Demurrage" at the League's dinner meeting in Buffalo, Nov. 18. The following gives his full treatment on the subject.

"Although demurrage was first assessed by a railroad in 1874, and not until 1888 uniformly adopted by any number of roads, the term is descriptive of a practice in vogue long prior to the advent of rail transportation. A careless use of the term 'demurrage' in connection with railroad transportation has restricted its commonly accepted meaning to be that of the charge itself, but the term originally had, and still has, if properly defined, a dual sense—in the marine days, the delay of a vessel in port by the freight or charter beyond the last days allowed for loading, unloading or sailing, and the amount due from the freighter to the owner of the vessel for such detention; at the present time, it comprehends both the detention of railroad equipment by the shipper beyond the free time allowed for loading and unloading and the charge made against the shipper for such detention of car.

"The advent of the demurrage practice in connection with rail transportation in this country was the logical result of conditions and abuses entirely attributable to the shippers themselves. Prior to 1888, it was a common practice for a shipper to retain a car for loading or unloading much at his own pleasure. Particularly in the coal trade and among large consumers of coal, it was the shippers' design to retain the coal in the car-

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riers' cars until actually sold or consumed in the furnaces. This abuse of equipment necessitated the most drastic means which the carrier might employ to insure the release of its equipment and the carriers invented no new method, but rather borrowed the demurrage penalty of their predecessor carriers. It was purely and simply a penalty imposed upon the user of the car to stimulate his prompt loading or unloading of his freight and the consequent return of the equipment to the carriers' service.

"Demurrage assessed against the shipper is a charge of a twofold nature; (1) to insure prompt release of equipment; (2) as compensation to the carrier for the additional service afforded the shipper, who allows his consignment to remain in the car beyond the free time allowed. The demurrage penalty of \$2.20 per car per day beyond the free time allowed and the increased penalty of \$5.50 per car per day beyond the first 4 demurrage days, is insignificant in comparison with the real value of a car computed upon the basis of car revenue and investment in car equipment.

"For example, the railroads can move a loaded freight car from Buffalo to Chicago in 24 hrs.—the revenue of which will average at least \$200. Therefore, the demurrage charge is imposed as a penalty to influence the shipper or receiver to promptly release the equipment.

The railroad serves the entire public as a common carrier and in order to do this efficiently, it must have the use of its equipment. The whole shipping public is interested in the prompt release of freight cars. It frequently happens that great inconvenience results from the insufficient supply of car equipment, so that it is for the interest of the entire public that cars should be promptly discharged.

"Demurrage rules, regulations and charges must be published in carriers' tariffs to be posted and filed with the commission, and it is the duty of the shipper or receiver, under the Act, to pay lawful assessed demurrage charges to the same extent as it is necessary to pay the lawful freight charges for its transportation.

"Demurrage rules and charges are grouped under 2 plans—(1) Straight Demurrage—(2) Average Agreement.

"(1) Straight Plan of demurrage makes a definite allowance for free time; 48 hrs. after the first 7 A. M. after placement, and provides a definite sum per day to be charged against the shipper or receiver for detention of cars beyond the free time loading or unloading of \$2.20 for the first 4 days, and \$5.50 per day for each succeeding day. In computing time, Sundays and legal holidays (National, State and Municipal), but not half holidays, will be excluded. In the straight plan, each car stands on its own record and demurrage charges assessed accordingly.

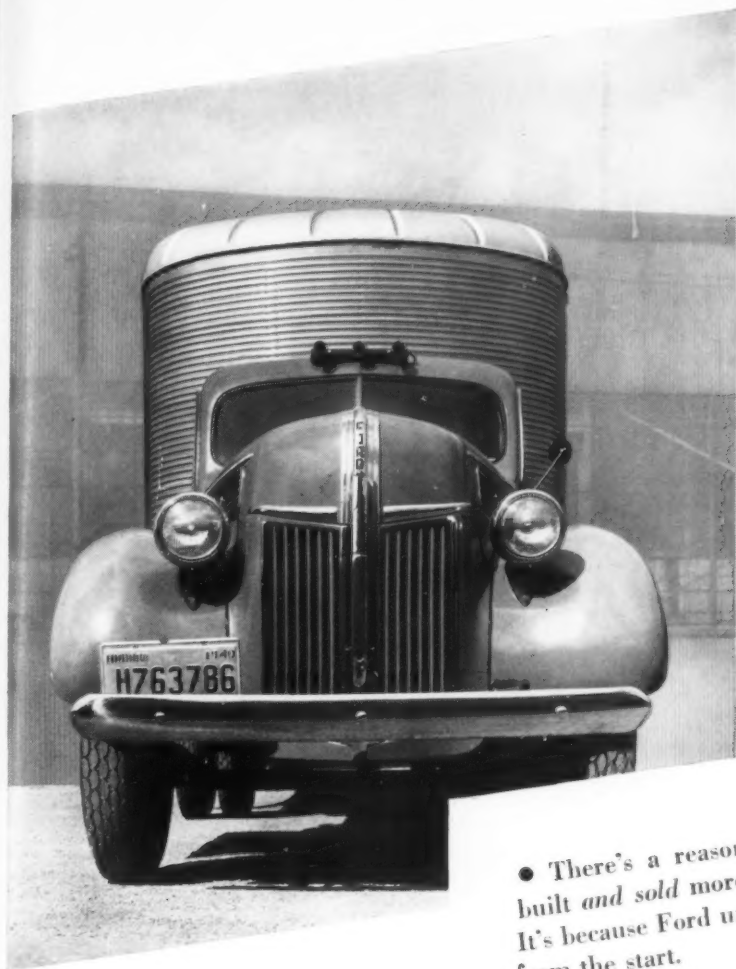
"(2) Average Agreement Plan of Demurrage: Under this plan, consignee and shipper must enter into an agreement with the carriers—agreement forms are furnished by the carriers. Under this demurrage agreement, the charge for detention of cars, on all cars subject to demurrage, shall be computed on the basis of the average time of detention to all such cars, released during each calendar month and charges computed as follows: One credit will be allowed for each car released within the first 24 hrs. of free time (i.e. after the first 7 A. M. of placement) after the expiration of 48 hrs. free time, one debit per car per day or fraction of a day will be charged for each of the first 4 days. In no case shall more than one credit be allowed on any car and in no case shall more than 4 credits be applied in cancellation of debits accruing on any one car. When a car has accrued 4 debits, a charge of \$5.50 per car per day or fraction of a day is made for all subsequent detention and including a Sunday or holiday immediately following the day on which the 4th debit begins to run. Credits earned on cars held for loading are not allowed in offsetting debits accruing on cars held for unloading. Nor can credits earned on cars held for unloading be used in offsetting debits accruing on cars held for loading. At the end of the calendar month, the total number of credits will be deducted from the total number of debits and \$2.20 per debit will be charged for the remainder. Of course, if the credits exceed the debits, no charge will be made except for detention beyond the 4th day—these \$5.50 debits cannot be offset by any earned credits.

"The demurrage tariffs, in addition to free time for Sundays and holidays, also provide other exceptions which extend the free time allowance—such as *weather interference; bunching of cars in transit by the carriers*; cars held when agent demands transportation charges in excess of tariff authority; delayed or improper notice by the carriers; except that shippers using the Average Agreement Plan are not permitted any additional free time on account of weather interference or bunching of cars when caused by Acts of God—beyond railroad's control.

"To avail ourselves of these exemptions, extending free time, it is necessary to carefully comply with the rules and conditions set forth in the Demurrage Tariff, for example, when at a time of actual placement, lading is frozen or congealed, so as to require heating or thawing, the free time is extended 48 hrs., making a total of 96 hrs."

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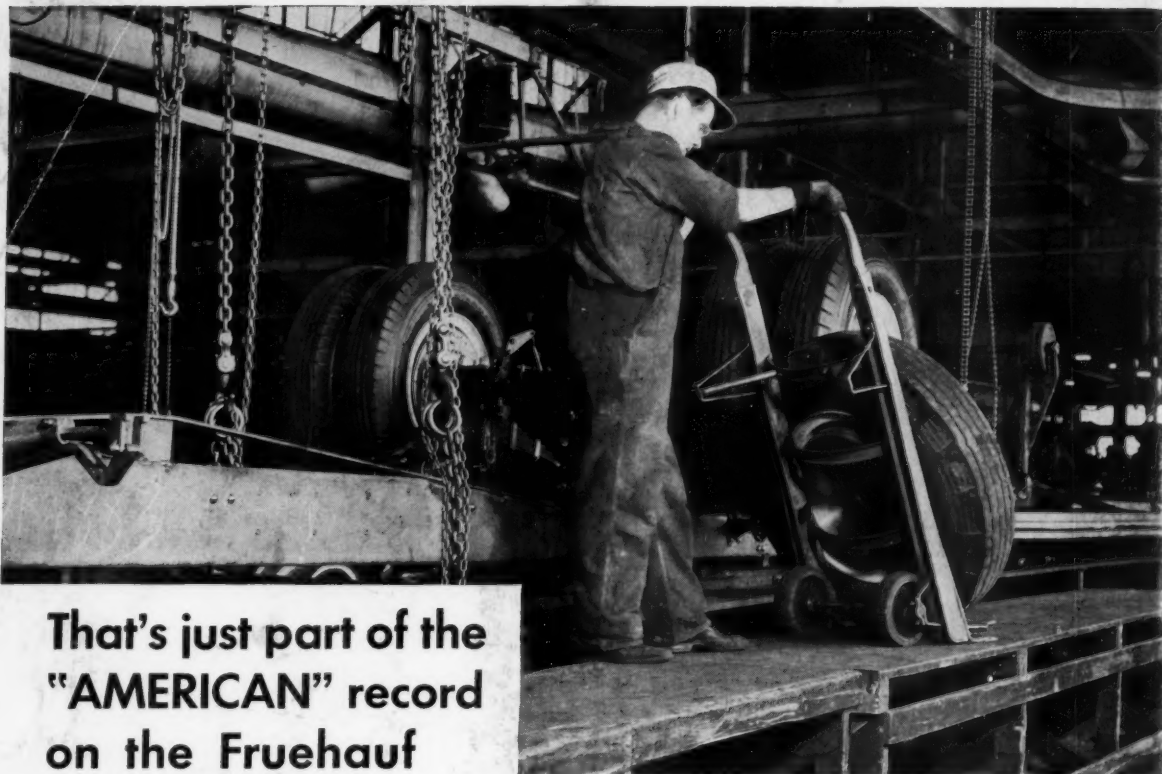
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